

# Is the Industrial East Asleep?

By ALEXANDER T. VOGELSANG, First Assistant Secretary of the Interior

October 23, 1920

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# Le-Slie's



ol. XXXI. No. 3391      "In the United States today approximately 18,000,000 horsepower of electric  
Copyright, 1920, by Leslie's      energy is developed, of which about 7,500,000 is operated by  
star falling water"—Secretary Vogelsang.

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MY name is Pelton—Albert L. Pelton. Four years ago I was as poor as a church mouse. I was out of a job, \$300 in debt, and my wife and two children were living on starvation rations. Yes, I've known the bitterest kind of want.

Today I have money and all that money will buy. I have my own home. I have no worries about high prices of food or clothing or rent.

Even if I never make another nickel I don't think I will have to worry about money matters.

During the past three years I have been making on an average of over a thousand dollars a week.

That's quite a change from the time I was "on my uppers," isn't it?

Now let me tell you how I did it.

You will probably think I am funny when I tell you that for twelve years I held in my hand the secret that at last won me riches.

But it's true.

For twelve years I struggled—with gold right in my hand.

It was this way:

I used to sell books—from door to door—eking out a poor man's living.

One of the books I sold was written by Dr. Frank Channing Haddock.

I never thought much about the book—although I sold a few from week to week.

For twelve years I never even took the trouble to read it.

It was called "Power of Will."

I didn't know anything about will power.

What's more I didn't care.

I thought it might be a good book for fellows who had to read it.

But I was too busy earning a living to bother about will power.

Probably I thought then, as tens of thousands think today, who've heard and read about this great book—that will power was some myth, or impractical thing for dreamers.

You see—I hadn't analyzed the lives of

the world's greatest men then, and discovered that will power is the mightiest force men have ever known.

I was fooling myself—cheating myself fearfully, as I found out later.

One day I ran across a man who had purchased the book from me a few months back.

He stopped me on the street and said, "Hello, Pelton, say, I'd like to have another copy of that Haddock book,—can you send it up right away?"

I told him I would. Then I asked him casually if he liked it.

What he told me made me go home and read the book myself—for the first time since I began to sell it twelve years before.

That same evening I borrowed \$300.

The next day I was in New York.

I secured the exclusive selling rights to the book.

Then I spent \$150 for a page "ad" in the Review of Reviews magazine.

It brought me about \$2,000 in cash.

As fast as the money came in I shot it back into advertising.

When I got \$2,500 in cash, I bought a half page "ad" in the Saturday Evening Post.

The first year I spent \$50,000 in advertising.

The next year I spent nearly a hundred thousand.

I guess I've spent over half a million dollars since my first \$150 "ad," and already 450,000 men and women—including great executives, international diplomats, famous authors, etc., also have taken up this study.

At first some people said I was crazy to advertise that book.

When they found that the book was selling—and that I was spending as high as \$20,000 a month telling people about it, they said I had more nerve than sense.

But, my friends, all this time I was simply taking my own medicine.

I was telling people that the will was the motive power of the brain—that a strong will could batter down every obstacle to success—that weak will-power could be made strong, as easily as the muscles of the arm could be made strong—and that simply because they didn't use their will power.

I had strengthened my own will and was using it when people were calling me "crazy." And it was my will power that people called "nerve."

Anyway, it was the secret of my success. Without it I might still be plodding—still canvassing.

Or even if I had gotten up enough courage to advertise I might have made only a piker's success.

It was my will power that got me the \$300 loan.

It was my will power that got me exclusive sale of Dr. Haddock's book.

It was will power that made me plunge into advertising instead of going slowly.

And finally, it was my will power that made me say to the public—"Send No Money—Read Power of Will 5 days free. Pay me if you decide to keep it—Send it back if you don't want it."

That was a new sort of proposition to most people. They had nothing to lose—and a lot to gain, if the book was worth while.

So the orders came in by the hundreds—then by the thousands.

At times I was 15,000 orders behind—just couldn't print books fast enough.

And letters from readers came pouring in so fast I simply couldn't read them all. Col. A. W. Wilke of Roscoe, S. D., wrote that one day's study of "Power of Will" netted him \$300 cash, and that four years later, by using the methods Haddock formulated, his earnings had risen to nearly \$100,000 a year. V. P. Coffin, of Rochester, N. Y., wrote about one month after getting the book—"Power of Will" already has produced an increase of \$5,000 a year in my income." J. F. Gibson, of San Diego, Cal., said that since reading "Power of Will" his salary jumped from \$150 to \$800 a month.

Men like Judge Ben Lindsey, Supreme Court Justice Parker, Asst. Postmaster-General Britt, Governor McKelvie of Nebraska, Senator Capper of Kansas, Secretary of Agriculture Meredith, Governor Ferris of Michigan—and a host of other big men, show the class of leaders who have studied Haddock's methods.

Surely, there must be something in "Power of Will" for you, my reader.

It helped me. It has helped half a million others. I could send you a circular mailed with hundreds of letters from readers. But, better still, see the book and read it five days free.

All you lose, if you don't think "Power of Will" will increase your earnings, is a two cent stamp.

It may make \$300 for you next week—it might carry you upwards to \$50,000 or \$100,000 in a few years—I don't know. I do know it has made a lot of money for its readers.

I do know, too, that if you pass this offer by—if you are a scoffer and a doubter—I will lose only the small profit on the sale of a book—but you may lose the difference between peanut money and real money.

It costs only 2c stamp to mail the coupon.

Don't wait 12 years—as I did. You may have gold within your reach and not know it. Send for "Power of Will" now. You've seen my ads before—now answer this one and see if this masterful volume doesn't contain the one little push you may need to make your life rosy-red. Begin training your will by sending in the coupon this very second.

A. L. Pelton.

**Pelton Publishing Co.**

47-S Wilcox Block, Meriden, Conn.

**Pelton Publishing Company**

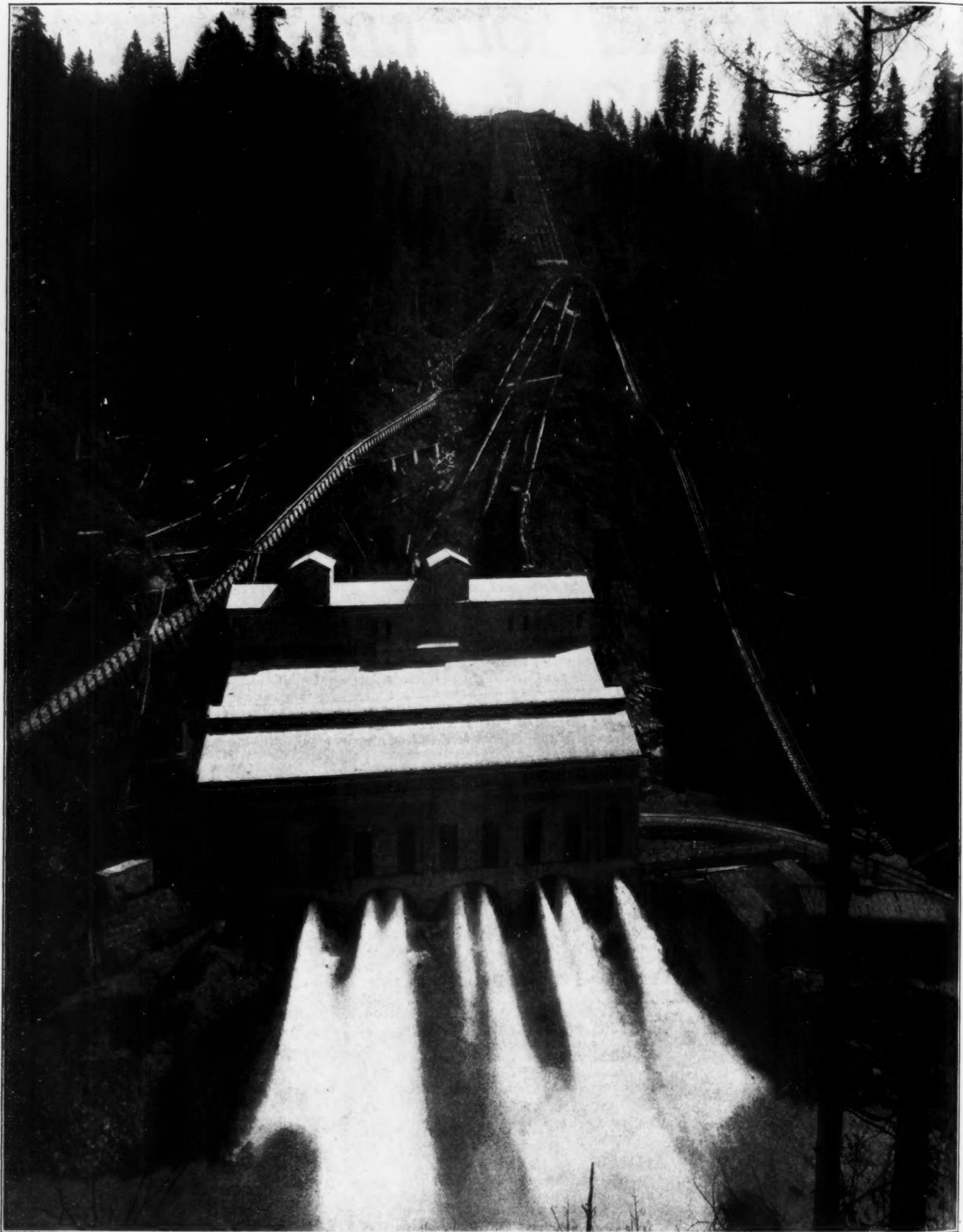
47-S Wilcox Block, Meriden, Conn.

You may send me "Power of Will" at your risk. I agree to remit \$4.00 or remail the book to you in five days.

Name.....

Address.....

City.....



© PHOTO BY APAMEL CURTIS

Power Plant on the Puyallup River at Electron, near Tacoma. This is typical of the efforts being made throughout the Northwest to conserve and utilize water-power on a gigantic scale.

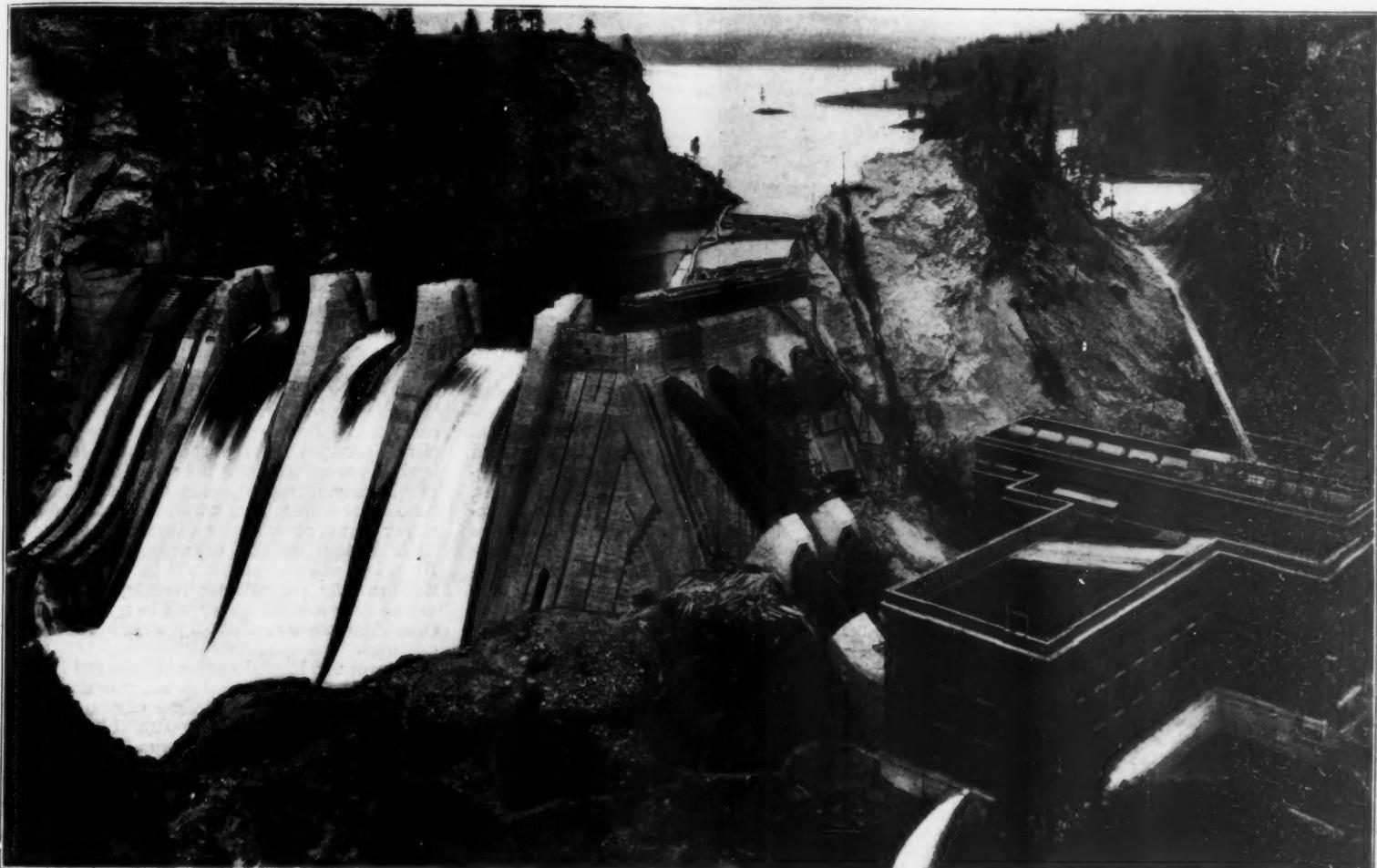


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A giant hydro-electric plant in the West, showing the utilization of one of nature's most potent forces—water. This plant is at Long Lake, Washington State.

## *Is the Industrial East Asleep?*

*Eastern Sources of Fuel Are Waning and Seventy Per Cent. of the Coal and Water-Power of the United States Lies West of the Mississippi River*

By ALEXANDER T. VOGELSANG

*First Assistant Secretary of the Interior*

**I**N the United States today approximately 18,000,000 horsepower of electric energy is developed, of which about 7,500,000 is operated by white coal or falling water, and about 10,500,000 by steam, in turn produced by coal, oil and gas fuels. Thus, in large measure, steam and electricity are yoked together and electrical energy so produced involves the burning of exhaustible carbons. The total primary power of our country is about 50,000,000 horsepower, not counting locomotives, automobiles, marine engines, and a few others. Of this, about 40,000,000 horsepower is operated mainly by steam, produced by coal, oil and gas fuel.

Hydro-power costs nothing except the costly harness put upon the falling water, and it will continue so long as the sun shines and water runs. Its development increases and makes permanent national assets. Fuel power, on the contrary, consumes non-replenishable resources. The ton of coal, the barrel of oil, the foot of gas, once mined and burned, is gone forever, and the supply constantly growing less constantly reduces the nation's assets. It is, therefore, the first duty of government, of industry, of all citizens to conserve, preserve,

and make-go-further these expendable and exhaustible resources; to that end happily is the genius, the effort, and the invention of American engineers and all forward-looking men now directed.

If it be borne in mind that fully 30 per cent. of operation costs of steam railroads is chargeable to the cost of motive power, that one ton of coal converted into electric energy will do the work of two or more tons burned in the locomotive, that labor costs will be greatly reduced, it is readily perceived that the field for conservation of fuel and motive costs is most inviting.

Our own United States possesses greater wealth, greater natural resources than any other country on the globe, yet these resources as we have seen are constantly diminished and exhausted by use. The Geological Survey advises that in fifty years our coal production has increased 20-fold, iron ore 23-fold, copper 68-fold, and petroleum 70-fold. Who can say what drafts the future will make upon these resources; what shall take their place? Are we not in danger of striking bottom as to any of them? Is it not the part of prudence, of wisdom, of duty to conserve and maintain them to the uttermost?

Are we not under national obligation to leave them unexhausted if possible to those who shall come after us, who shall live in our shoes? Shall we continue extravagant and wasteful use of these bounties of Providence and leave to our children's children only the husks of that upon which we live? I think not, and that, on the contrary, we should act as careful trustees of the greatness, the glory, the majesty, and the power of our common country.

We hold nearly one-half the coal resources of the world and have exhausted only one per cent. thereof, but not only is that one per cent. our best coal, but it has come from the fields most accessible to our population and to our industrial centers. Seventy per cent. of our coal is west of the Mississippi River, far from market and present manufactures. Its use in established industry entails a prohibitively long and costly rail haul. The deposits are far from either seaboard. These best and most accessible coals are therefore approaching exhaustion, and the industrial East must face this fact. At the present rate of mining, the Pocahontas fields will be consumed in a generation; the Pocahontas fields of Virginia and West Virginia will last only two or possibly three genera-



**Snoqualmie Falls**, with power plant in the distance. It was the first hydroelectric development in the Puget Sound region. A 100,000-volt current goes from this plant onto the railroad's transmission lines. The generating-room is in a cavity of the solid basalt, 268 feet beneath the building shown on the river bank. Shaft, generating-room and tail-race tunnel were all cut in the solid rock.

tions. The coal measures of Ohio, Indiana, and Illinois are more permanent, but they are poorer in quality. Natural gas is the ideal fuel, but its quantity is limited and it, too, is passing.

Several years ago, while Secretary of the Interior, Franklin K. Lane sensed the needs of the future and called the attention of Congress to the importance of conservation of fuels and of preparation to furnish to industry and transportation an adequate, dependable, economical power supply and showed that our world markets and the American standard of wages and living depended thereon. Out of this grew a determination to investigate the most densely populated industrial district of the country, comprised in the area stretching from Boston south to Washington, and from one hundred to one

New York, and its personnel very nearly completed. The work has been divided into three parts: power and transmission division, railway division, and industrial division. The report of the Survey is expected to be ready for presentation to Congress on or before June 30, 1921.

The zone or district above described has been selected for first consideration because it is most congested from both an industrial and a transportation standpoint, and where wastes are probably greatest and need of relief most urgent. Other zones in other parts of the country will no doubt have attention hereafter when the results of the present survey are shown.

In this area there are already hundreds of power pools or power-producing plants, public and private. Some



**The Shawmut Dam, Kennebec River, Maine**, showing a small power-house and how further developments of storage reservoirs would conserve the enormous volume of water now going to waste. One of the numerous natural resources of the East not yet utilized.

hundred and fifty miles in width. It was the purpose of the Secretary to make this study and survey through the appropriate bureaus of the Interior Department, namely, the Geological Survey and the Bureau of Mines, with the help and counsel of the highest available engineering and technical skill of the country. To this end an appropriation of \$250,000 was asked of Congress, which in May, last, appropriated \$125,000 for the purpose, to be expended by the Department of the Interior together with such other moneys as might be contributed by private interests.

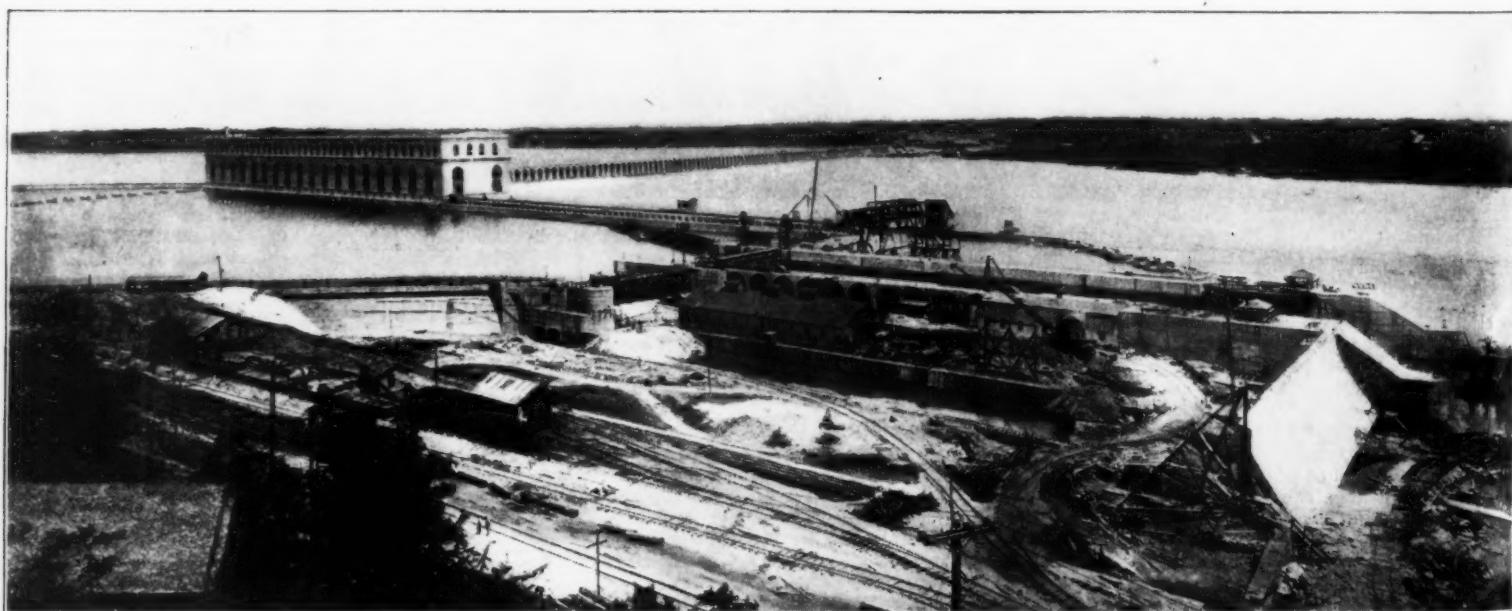
The Superpower Survey has already been organized and is under way. Its plans are laid down, its headquarters are in the city of

have surplus, some have shortage of power. The big purpose is to connect and coordinate these pools and supplement their production by steam-generated electrical energy from great regional or central stations so situated that coal in quantity may be brought to them with least interference with general traffic; some stations to be set near the point of coal production so that the energy of the coal may be used in the coal production itself and may be transmitted by wire and not by rail; a further supplement to be hydro-power developed on the Susquehanna, Delaware, and St. Lawrence rivers, all plants—public, private, fuel, and hydro—to feed into a common reservoir of power, to be tapped out by whatever industry, railway, or municipality needs it. These pools of power are to become united in a common reservoir or river of power flowing always in the direction of need. It may be likened to a great Regional Reserve Bank, into which all surplus will be deposited, to be withdrawn for use wherever necessary. Every consuming and producing agency will be a member bank; those which consume and do not produce will be the cash customers.

The men who know the power business and have envisioned this project feel that in this zone alone \$300,000,000 a year may be saved under present conditions. They say that in this zone 17,000,000 of horsepower is installed—10,000,000 in the industries, and 7,000,000 in the locomotives of railroads; that they consume 60,000,000 tons of coal annually, and that by this system the coal consumed will be cut in half. This means a saving of 30,000,000 tons of coal annually, which, at \$5.00 a ton, means a saving of \$150,000,000 in coal cost alone. How important it is to save from useless burning 30,000,000 tons of coal per year! Add to this the great saving in machinery, maintenance, and labor costs, and another \$150,000,000 will be saved.

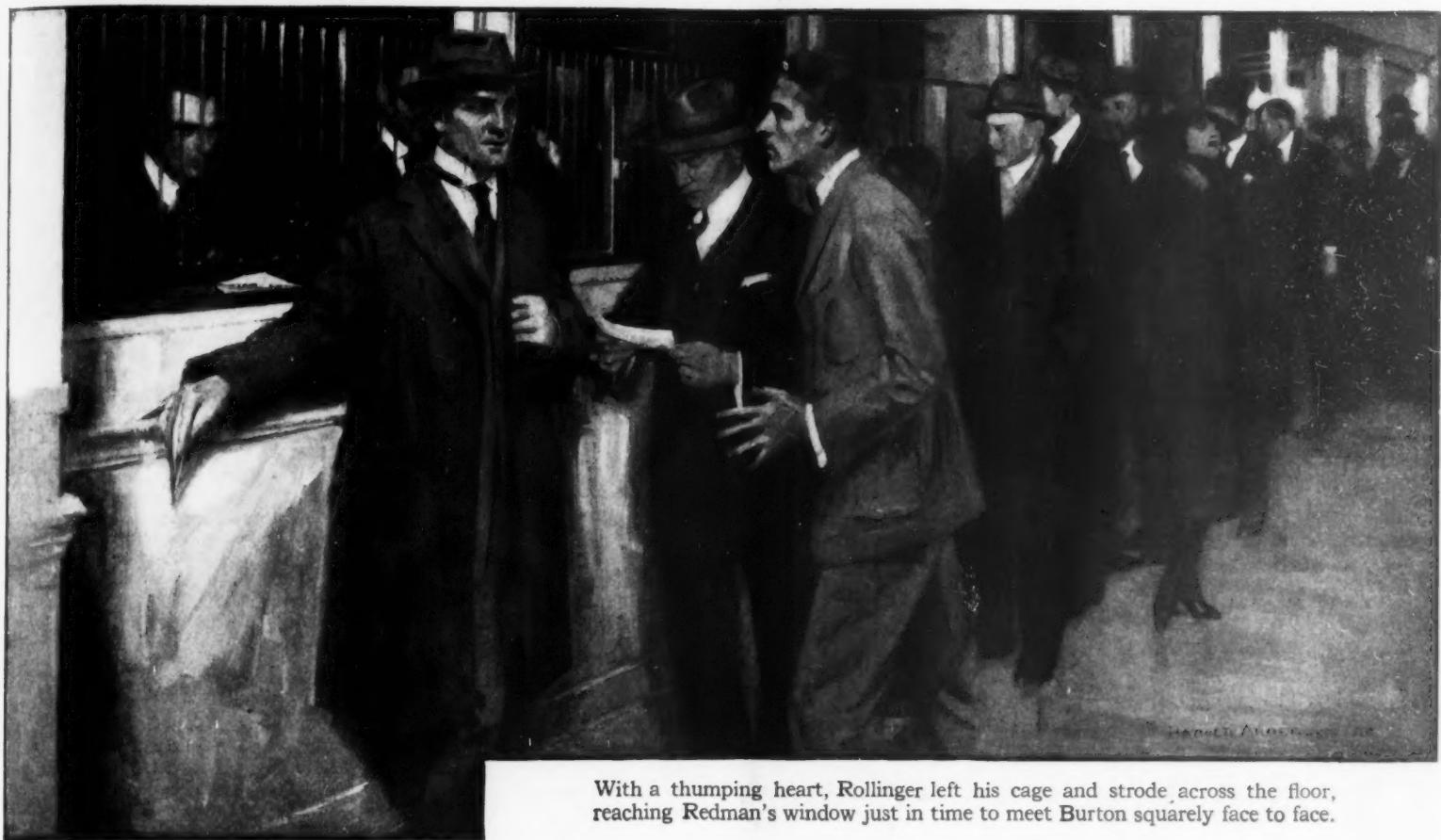
New Yorkers have an object lesson before their eyes in the New York, New Haven and Hartford Railroad, which operates the line between New York and New Haven by electricity at one-half the coal cost of operation between New Haven and Boston.

(Concluded on page 531)



**Power-house and great dam of the Mississippi River Power Co., at Keokuk, Iowa.** The height of dam is forty-three feet; the length across is nearly a

mile. An average of 171,000 horse-power is here generated. A huge concrete canal channel with steel locks is seen in the middle distance.



With a thumping heart, Rollinger left his cage and strode across the floor, reaching Redman's window just in time to meet Burton squarely face to face.

## His One False Move

*The Experience of A Young Man Who Turned Down Fifteen Thousand Crooked Dollars*

By WALTER SCOTT STORY

Illustration by HAROLD ANDERSON

**A**SLENDER, well-dressed man of fifty stood on the curb smoking a cigar and patiently keeping his eye on No. 28, a house across the way. It was past midnight, and the street in which he was keeping vigil was almost deserted.

From the outside No. 28 was not different from the other sober dwellings on this once fashionable street. Few people knew that this house was one of the most flourishing gambling places in New York. Some policemen knew it, men who liked to play games of chance knew it, and the watcher on the other side of the street knew it. He had only fifteen minutes earlier left the luxurious rooms of the famous resort.

Now and then a man, or two men together, or a group of three or four left No. 28 quietly and went up or down the street. But the watcher kept his place and smoked. He had no office hours to observe next morning, and on this night he was willing to wait indefinitely, if necessary.

At last a tall man in a dark top-coat and a soft hat issued from the resort. He came slowly down the long flight of steps and passed up the street toward Broadway. He went on at a steady gait, hands in his coat pockets, like one who has set out upon a long walk with an objective point, or like one who walks to think.

With a sigh of satisfaction the watcher crossed the street and followed the man in the top-coat. He soon overtook the other without seeming to have such a purpose in mind. The man in front stopped to light a cigarette. Half turning from the slight wind that came down the street, the flare of the match in his cupped hands momentarily disclosed a clean-cut, handsome young face.

As he threw away the match the watcher came abreast of him, and after a show of hesitancy slowed his step to his.

"Good evening, Mr. Rollinger," he said, courteously, in a matter-of-fact way.

The man in the top-coat turned and glanced at him.

"Good evening," he returned, in a tone and manner that showed he did not recognize the person who had addressed him by name.

"My name's Burton," said the watcher. "I've seen

you in No. 28 several evenings and heard you called by name."

The young man in the top-coat looked Mr. Burton over calmly as they went along together.

"I remember you now," he said, without a great show of cordiality. "Saw you there tonight, I think."

"Yes," agreed Mr. Burton. "You've had a run of pretty bad luck, haven't you?" he said, not as a question, but as a consolatory statement.

Young Rollinger looked at his companion quickly, with a touch of suspicion and apprehension.

"This is my last night," he returned.

"I judged you were cleaned out," observed the other coolly. He spoke in such a matter-of-fact way, with sympathy and understanding in his tone, that it was impossible for the other to take offense.

"You judged right," admitted the young fellow, with a slight, bitter laugh.

"You work in a bank, don't you, Mr. Rollinger?"

"Yes."

"I thought I'd seen you in the Vanderhyte National. That's why I spoke as I did. Oh, don't think I'm keeping tabs on you for the bank."

"I haven't touched a dollar of the bank's money—if that's anything to you!" exclaimed young Rollinger sharply. "What I've lost was my own!"

"Much?" asked the other quietly.

"All I had. About \$15,000, left to me by my father." Rollinger was not a chap to tell his affairs to strangers, but somehow or other, he felt impelled to tell this much to a man he looked upon as a chance companion, a man he would never see again.

Mr. Burton was good-looking, with gray at his temples, and there was something about him that invited confidence. He looked like a prosperous business man, a gentleman.

"Well, that's tough, young man," said Mr. Burton, "but it'll be a lesson to you. I occasionally go into No. 28, but I never stake a dollar. I'm not trying to preach, you know, but gambling is a bad business; it's a paying business to the house only."

"I guess that's right," agreed Rollinger. "You don't mean, though, that Seaton's place is crooked?"

"Oh, I don't mean that—no. I mean that no gambling proposition is paying to the patrons, except, of course, once in a dog's age. But, then, you know that as well as I. By the way, I'll be glad to have you go along to my place and have a smoke and a chat, if you don't mind staying up a bit longer."

Rollinger wasn't in the mind to go to bed, for he knew that he wouldn't sleep. His brain was in a turmoil, for he had lost practically the last dollar of his patrimony. "I'll go—anywhere," he said, with a reckless laugh.

Burton led the way to a well-furnished apartment, not far distant. He produced some fine cigars and they talked on general subjects for a time, but at length Burton referred again to the gambling resort, and particularly to Rollinger's bitter experience.

"It's possible," he asserted, after what he deemed due preliminaries, "that I can show you a way to recoup your loss—every dollar of it."

Rollinger leaned forward in his chair, his half-burned cigar between his nervous fingers, and with eager eyes stared at his urbane host. Regain his money! The statement was like a proffered cup of water to a man dying of thirst.

"How?" he asked laconically.

"You know," began Burton, after a slight pause, during which he studied the young man from between half-closed lids, "you know, as a general rule, the drawer of a draft is not criminally responsible if the drawee fails to honor his draft."

"Nothing doing!" exclaimed Rollinger quickly, and in open suspicion looked squarely at the smiling smooth man facing him in his easy-chair.

"There speaks the bank man," observed Burton, quite unmoved by the other's hostile scrutiny. "You responded exactly as I expected." He spoke the entire truth in this. "I'm not trying you, Mr. Rollinger. You don't understand the situation, of course. On Thursday—and this is Tuesday—a Boston bank will call up your bank and inquire whether a certain draft drawn by a certain man upon the Vanderhyte National will be duly honored when presented in New York."

(Continued on page 531)



One of Admiral Horthy's guards. In former days he watched over the person of the Emperor.



Admiral Horthy, Regent of the Crown of St. Stephen, and a possible future wearer of the golden band, at work in his private office in the palace.



This noble was among those in attendance upon Horthy during one of the Regent's recent tours.

## A Country in Eager Search for a King

By LUCIAN SWIFT KIRTLAND

LESLIE'S Special Correspondent in Europe

**EDITOR'S NOTE**—Here is an article by an unprejudiced American which will give a distinct shock to the vast majority of those who read it. We of American blood and American ideals have always taken it for granted that, once given the opportunity, the people of any country would welcome with acclaim the advent of a republican form of government. That such is not necessarily the case the author here shows. Mr. Kirtland recently spent several weeks in Hungary. While there he met and interviewed Admiral Horthy, Hungary's present ruler. He talked with hundreds of Horthy's fellow-countrymen—men of every class—and he here declares emphatically that the people of Hungary actually *want* to be ruled by an hereditary monarch. They demand the "drop of royal blood!" Indeed he goes even further. "It would seem," he says, "that Hungary under a republic would present every chance of becoming a little Mexico." Such a verdict may not prove especially pleasing to us of democratic ideals; but certainly it is extremely interesting. Mr. Kirtland, as all regular readers of *Leslie's* know, has been contributing articles to this magazine ever since he went abroad in 1914 to act as our war correspondent. With Helen Johns Kirtland, his wife, whose snapshots of European scenes and events have become famous, he has dug out many exclusive "stories" for *Leslie's*.



The statue of St. Stephen, the first King of Hungary, which was the center of interest of the royalist pageant.

**I**N the struggle of all European countries to escape worse terrors than those of the present, every sort of effort known to man is being attempted (although often very vaguely) towards social and economic reconstruction. Some countries have had Bolshevism already upon them; others are almost ripe to crack; some are seeking highly to organize themselves so as to steer between the autocracies of the right and left. The leaders of a few of the states will confidentially tell you that so far their own efforts have brought forth little fruit; the leaders of every state will tell you freely the impossible situations of their neighbors.

Amidst this semi-digested wave of republicanism and earnest or camouflaged pursuit of democracy of other nations, the State of Hungary has come out frankly with the declaration that it believes its future integrity is safest under a crown. It has the crown—the actual, tangible piece of jewelry—the thousand-year-old Crown of St. Stephen; but it lacks a head for the crown to rest upon.

It may be rather difficult for Americans to understand that a band of gold with some incrusted jewels can be considered as the pivot of a government. But this idea is a simple truth in Magyarland.

Admiral Horthy is not the head of the state; he is the Regent of the Crown of St. Stephen. The Ministries of

the government are the "royal" ministries under the crown. As I sat talking with Admiral Horthy in his reception room in the royal palace above Budapest and the Danube, he said: "The chair that I am sitting on, the rug at my feet, for example, all of this is the property of the Crown, which rests here in the palace in its strong box. We are the trustees under the Crown." It should be added that he did not leave this explanation applying merely to the Crown's possession of chairs and rugs, but went on to explain the position of the nation under the Crown.

"We are," said he, "a hot-blooded people, and we are wise enough to know that we would rather trust the Crown over us than to risk the factional strife and disorganized and dispersive effect of periodically trying to establish a head of the government through recurring elections."

This may sound like the rankest of reactionary statements, but when one realizes that the present Hungarian Parliament has no less than twenty-seven parties (and each faction is split into as many sub-divisions as it has members) and not one party presents any apparent external evidence of comprehending any of the ideas, or



The Archduchess Augusta, the wife of the Archduke Joseph, who would become Queen of the Magyars if her husband should become Emperor.



The Archduke Joseph, Hapsburg candidate for the Hungarian throne, standing beside the first cannon captured from the Russians in the war.

principles of constitutional compromise—it would seem that Hungary under a republic would present every chance of becoming a Little Mexico. Also, it appears that the majority of the people are monarchical at heart.

Whatever sympathy (which is slight) or distrust (which is evident) Hungary's monarchical tendency inspires in the breasts of her neighbors, it may safely be concluded that the coming of a king over the Magyars is only a matter of time.

But who?

There are three monarchical parties. One group favors entrusting the Crown to the present regent, Admiral Horthy. But Horthy has not the "drop of royal blood" which it is alleged the peasants demand, and the Admiral himself is temperamentally not inclined to the restrictions which pomp and circumstance thrust upon a monarch's public and private life. He frankly states that he dislikes the atmosphere of politics and feels

Archduke believes that the time has come, or will soon be here, when his ascent to power would be diplomatically overlooked, even if not actively approved.

The third party favors the importation of a king, presumably some British prince—somebody with hereditary royal blood in his veins as the prerequisite.

This last program, it may be seen, would have a strong economic influence also, if the favor of Britain would thus be secured.

However, one thing is certain. The ruler who eventually does ascend the throne in Hungary will have no sinecure. The time has now come when the Allied Reparations Commissions will take their journey to Budapest for indefinite abode. It is to be presumed, after what is taking place in Vienna, that eventually a complete inventory of every jot of Hungary's wealth and resources will be compiled, and that this inventory will be as accurate as it will be costly. Whether it will be as practically valuable as costly is another matter. But such a report must be waited for. In summing up Hungary's economic losses in having her territory reduced to a third of its former size, I am reduced to accepting the Magyar propaganda statements. These figures report the losses to be: 61% of the arable soil; 86% of the forests; 79% pasture land; 76% meadows; 37% vineyards; 68% of the cattle; 56% of the pigs; 60% of the horses; 74% of the sheep; 55% of the sugar production; 80% of the iron mines; and 100% loss in natural gas, oil, salt, silver and gold. The clothing, earthenware, leather, food, chemical, iron and metal, spinning and weaving, paper, and wood industries show losses of from 27% to 79%, according to the Hungarian figures.

Added to the economic dislocation caused by the shrinkage of territory, the war increased the national debt by 25 billion crowns. The Karolyi régime added five more, the Bolsheviks did their bit by tacking on

nine billions, and the Rumanian occupation capped the climax by heaping up a damage cost of 33 billions. Hungary's factories are virtually at a standstill; her rolling stock is inadequate; and the great bumper crop expected has distinctly failed to materialize. As a British review of the conditions has reported: "Her economic situation, unless some system of free trade and credit be developed in Central Europe, is indeed parlous."

It is *indeed* parlous, but no economic situation is eternal. Hungary has not lost her loyal and industrious peasants of native stock. The territory which remains to her is still one of the richest granaries of Europe, and the Danube highway coils through that territory. Despite all the cold, pessimistic logic which can be brought to bear, I was inclined to agree with the Archduke Joseph

when I asked him the conventional question, "What do you think of the future of Hungary?" and he answered:



A group of cavalry, composed of members of the lesser nobility, attendant upon Admiral Horthy when he goes abroad among the people.



Types of the lesser landed nobility. These nobles were in attendance upon Admiral Horthy, whom they regard as a representative of royalty.

more at home upon the rolling deck of a ship.

The second monarchical party favors the Archduke Joseph, a Hungarian Hapsburg, whose father was the Regent under the Austro-Hungarian Empire. (It is said that they would also favor the son of the ex-Emporer Charles.) The Archduke has been given back his palace—which was confiscated under the Bolshevik régime—and he is referred to in general conversation as possessing all the prerogatives to which he was entitled under the former monarchy. His "backers" declare that he was popular among the soldiers, and is today popular with the people. When the possibility of his candidacy was first hinted at about a year ago, when Bolshevism succumbed to the counter-revolution, there was an active response from the Entente, and particularly from America, that the idea of another Hapsburg ruler would meet with something sterner than mere disapproval. Today the royalist party of the



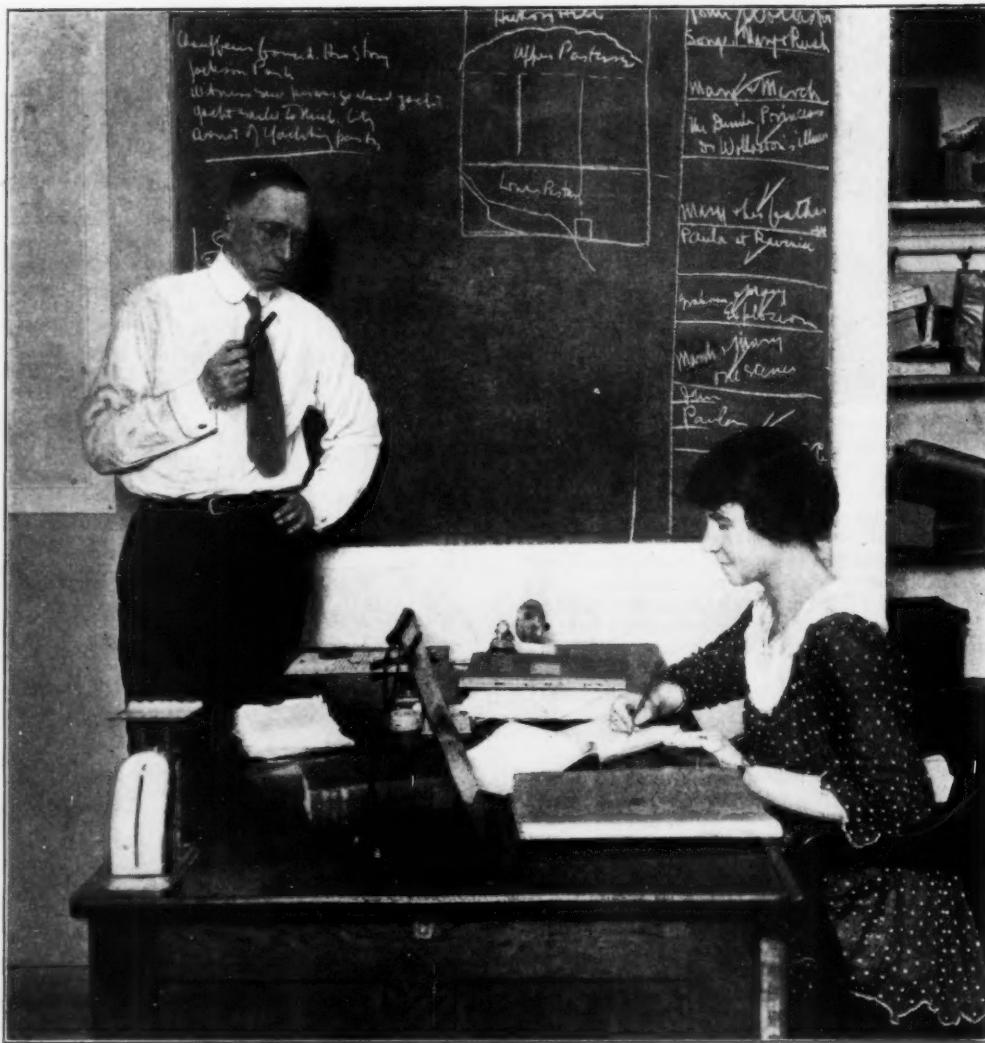
A pageant led by the Church and the highest nobility in honor of St. Stephen, the first King. The pageant was, in reality, a demonstration of the monarchical feelings of the people.

"A very happy one, I am sure." One is especially inclined to agree if, as he added, the future conquests of Hungary are to be peaceful, and not by the sword. It is her own sword which she may most fear.

As for political stability upon which economic stability must depend, the Hungarian people have passed through Bolshevism, and it can be definitely said that no class of any importance wishes another reversion to Leninism. The times are not ideal for any ideally benevolent government. The problem of demobilizing and absorbing into peace the military caste is a perplexity. Neither the present government, nor any government, can put the "wild" men or passions of four and a half years of war into a box and turn the key.

If the present government is autocratic in its restrictions upon many of those liberties which are component with our ideas of normal peace, it can be remembered that these are not days of normality.

# System in Authorship and Faith as an Asset



WHEN Henry Kitchell Webster, the author, found that he wasn't putting his best into his work he decided to remodel his daily life and adopt modern business methods. In a downtown office he found himself. Here he is shown proving that one doesn't have to be a Bohemian to become a famous writer.

## Business Just as Picturesque as Bohemianism

THE story does give the flat lie to the ancient and popular theory that any artist to be successful had to stay up late at night in an uncomfortable upstairs room, wear his shirt open at the neck, swear in front of women, get drunk, pout, rave, indulge every mood and fantasy that prompted the cracking of convention.

One of America's best-known authors was a failure until he started to harness his genius to big business methods, to office routine, to an utterly new system of invoking the Muse.

Instead of hunting this Muse in Bohemia he goes out at nine o'clock each morning rain or shine, enters a bleak, efficient office, in an office building on a roaring corner of a city's main square, begins dictating to a stenographer, keeps it up till noon, comes back after thirty minutes at lunch and goes on dictating until the five o'clock whistle blows.

No pictures on the walls of his office, no draperies, no easy chairs, only a blackboard where he jots down ideas like a broker in a stock exchange.

Henry Kitchell Webster, the Evanston, Illinois, author of many best-selling novels, is the man. He says: "When I came to a stop in my writing career some years ago and found that I couldn't sell any more stories for some unknown reason, I decided my method was wrong. I had been writing leisurely, traveling, wooing the Muse, as we say, with foreign sights. I tried writing in Paris's Latin Quarter, I tried it in the Orient, in the big woods, in a comfortable den. I couldn't make it go, even in my own home, because that was too comfortable also.

"Finally I decided to go at it like a business man. I hired an office between a dentist and a real estate salesman, over a garage and with windows opening upon the desolate hind end of an ice-cream parlor. I began dic-

tating. I kept scrupulous office hours and modeled myself as closely as possible in working technique after the leading business executives I knew.

"The first story I sent out was accepted. The publishers have been most kind to me since that time, and today they call me a success."

Floyd F. Lewis.

## He Believed in Himself and His Job

TWENTY-FIVE years ago a young farm lad came down to Des Moines to go to college. He had no money; he was traveling on "nerve." He managed to earn enough money at ten-cent jobs to stay in school one year.

Then his grandfather, who had been struggling along with the *Farmer's Tribune*, gave him a job. The paper did not prosper. At the end of the summer, the old man called the boy in and gave him the paper.

The boy had no capital, but he knew a printer who had saved \$300, and he offered that fellow a half interest in the business if he would put up his savings for capital. The printer was persuaded to take a flyer.

In time the partner sickened and withdrew, a "sadder and wiser man." But the boy struggled along for seven years. Then the "white elephant" laid down, turned up its toes, and expired. It was a time for slow music but there was no funeral. When a paper dies, it just ceases to exist, there are no "remains" to bury.

So, in 1902, E. T. Meredith, for that was the name of the boy, found himself a failure, his dream shattered. He was then 25 years of age.

He sat down amid the ruins and took stock of the situation. All he had in the world was a few cases of old type. What to do!

He had faith in the future of agriculture; faith in his dream, even now. Then, the trouble . . . lay . . . with himself!

He started again. He took that type, his single tangible asset, and commenced to publish a new paper. He called it *Successful Farming*.

For seven more long years, it was the old struggle all over again. There were days when the slender pay roll could not be met—agonizing days and nights when men were prevailed upon, because they were made to feel the faith that was in the young publisher, to extend him credit a little longer.

And then that faith commenced to be rewarded, as faith is always eventually rewarded. *Successful Farming* commenced to emerge from the fog. The young publisher returned to the attack all the more determined. He built a building of his own and went in debt to the tune of more than a hundred thousand dollars. Then he went to the bank and borrowed ten thousand dollars more to bring his advertisers, his customers out to the new home for the grand opening.

Today *Successful Farming* is, indeed, successful! Two issues alone last spring carried \$600,000 worth of advertising. And Ed Meredith, the boy-publisher who founded it on a few cases of old type, "on a shoestring," is now Secretary of Agriculture in President Wilson's cabinet.

Honors have come; they are trivial to what he thinks of those who have made his success possible.

Chesla C. Sherlock.



LANDOLPH PHOTO

STARTING eighteen years ago with a few cases of old type and with faith as his sole capital this man has built up a million-dollar business. Like so many other famous successes he had "an idea." He carried it out, and today he finds himself Secretary of Agriculture and a great editor.

# PICTORIAL DIGEST OF THE WORLD'S NEWS



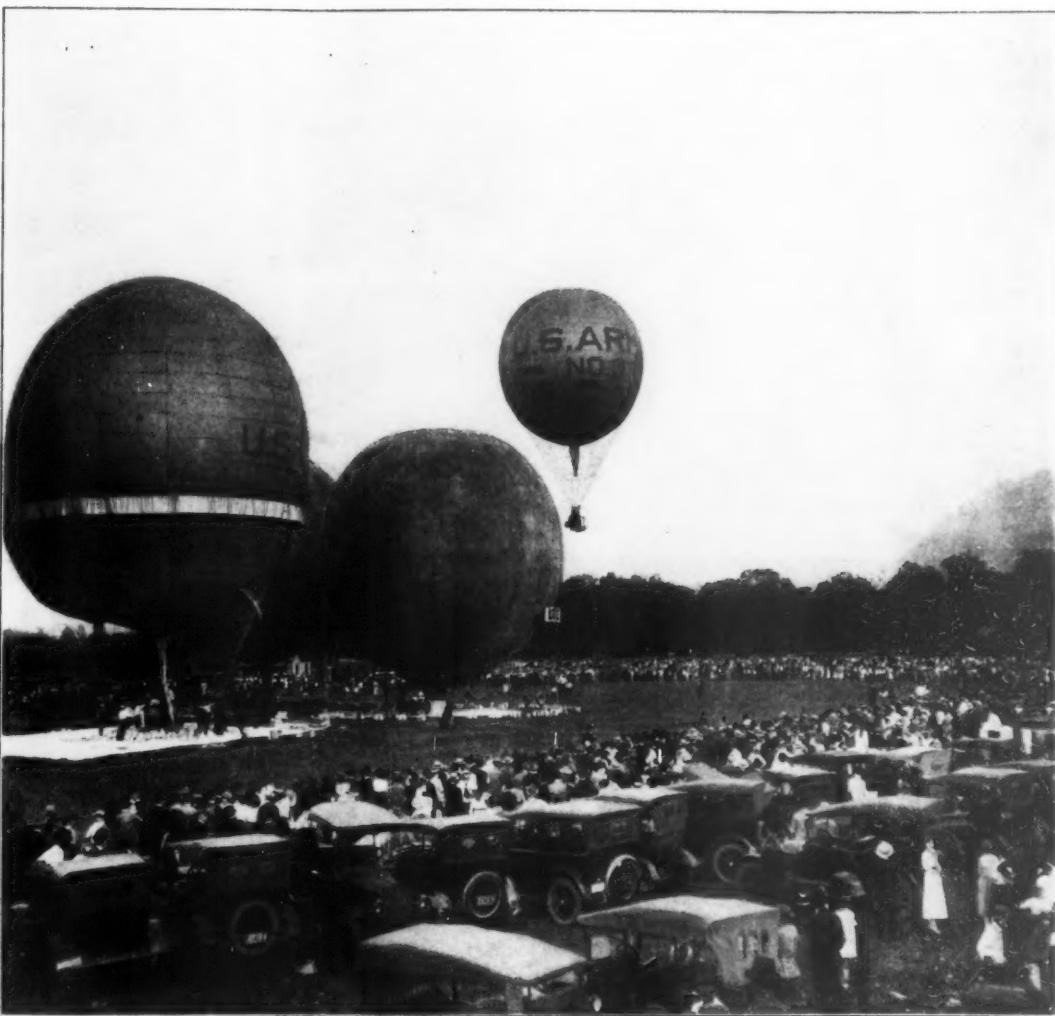
Man's Earliest Effort in Art

A GRAVEL pit in Berkshire, England, has yielded another of those fascinating finds which shed light upon the works of prehistoric man. Among a quantity of flint implements were several which showed evidence of attempts at reproducing in stone the animals of that very remote period—possibly 250,000 years ago.



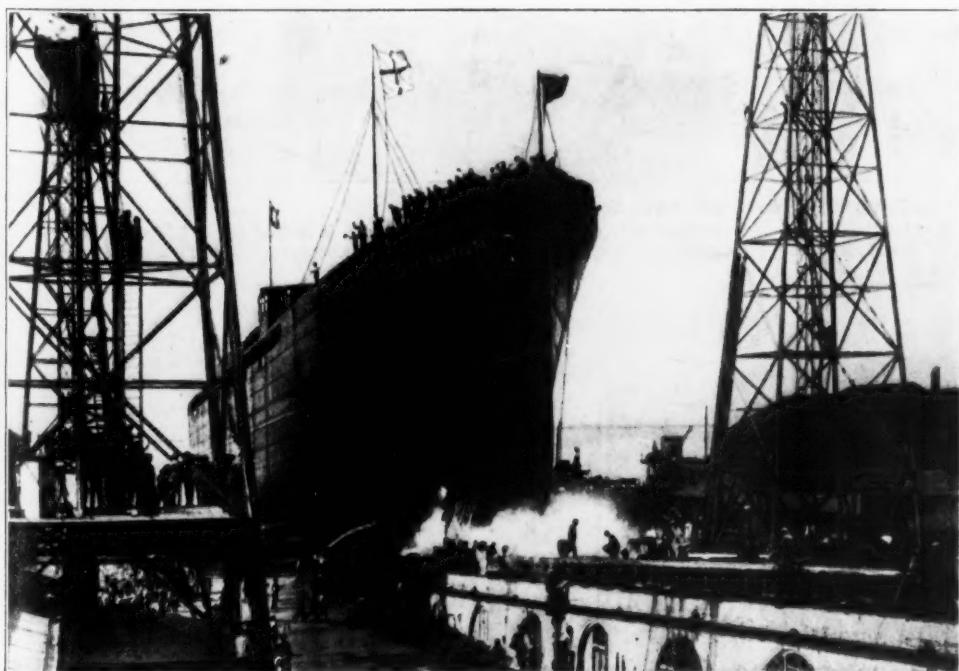
From a Prehistoric Studio

AUTHORITIES of the British Museum consider the finds in Berkshire of the greatest scientific importance. It is estimated by experts that not less than eighteen animals and birds are represented in the rude carvings. It is considered likely that the sculptor was attracted by the flint's rough resemblance to an animal, and that he added the other details himself.



Four Countries to Compete in Remarkable Balloon Test

THIS week is to stage an international sporting event, unusual in character, the balloon race for the Gordon Bennett Trophy, Italy, France, Belgium and the United States competing. The Bennett Trophy is now held by this country, having been brought home from France in 1913 by Ralph H. Upson. The above view is of the national trials to choose defenders. The International, which is more an endurance test than a race, will start from Birmingham, Ala. The American entries are Goodyear, No. 2, Ralph H. Upson, pilot; Balloon No. 1, Lieut. Richard E. Thompson, pilot; and Kansas City, No. 2, Capt. H. E. Honeywell, pilot.



The Red Flag in Italy, but Bolshevism Is Still Distant

ACCOUNTS disagree on the subject of Bolshevism in Italy, some declaring that it is rapidly spreading, others maintaining that the Italians are much too level-headed to attempt a Russification of their country. That Bolshevism has its adherents, and active ones, in Italy, is indicated by this interesting photograph of the Red Flag, defiantly flying at the bow of the newly launched Italian liner, *Cesare Battisti*.



Japan's First Aviatrice

MISS SEIKO HYOTO the first woman air-pilot in Japan. While Japanese womanhood strives with man for equality on terra firma, Miss Hyoto soars above the earth—and gets it.

# Pictorial Digest of the World's News

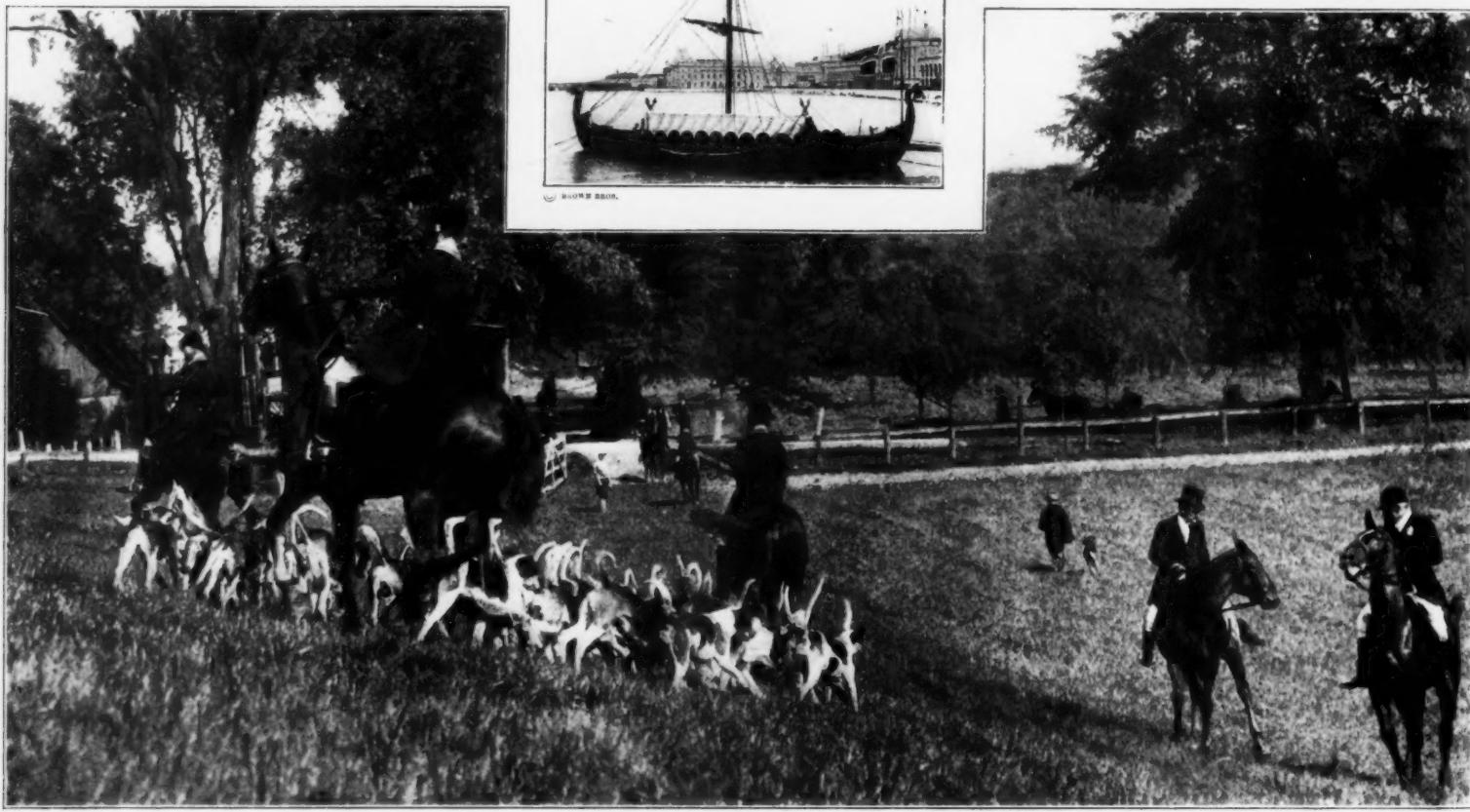
## A 1,500 Year Old Ship

**A**BOUT fifteen-hundred years ago, according to the experts on such matters, the ship whose rotting remains are seen in the picture adjoining this caption was a thoroughly up-to-date fighting vessel capable of holding its own with anything afloat and able to sail the seas from the coast of Africa to Iceland. All that is left of its once staunch timbers was discovered recently in Norway by some workmen engaged in excavation work on the banks of a fiord. One of the men, realizing that a prize had been discovered, notified the officials of a great museum who promptly set to work with infinite care to exhume the skeleton. It did not take the experts long to learn that a real "Viking ship"—the kind which enabled their ancestors to visit America long before Columbus made a name



NIRZOFF

for himself—was being brought to light; and it was soon found that the queer little craft was the oldest of its kind ever seen by modern eyes. Many of the readers of *LESLIE'S*, no doubt, saw the Viking ship which was one of the most interesting features of the Chicago World's Fair. A snapshot of it is inserted here for the benefit of those whose ideas of the appearance of such a craft are a bit vague. In these days when the subject of "over-population" is being so much discussed it is interesting to note the fact that it was that same over-population which hundreds of years ago forced the Vikings to roam the seas. Finding food scarce at home, they built their strong little ships and went in search of it elsewhere. They found it—and, in addition, wondrous adventures and much rich booty.



BRITISH &amp; COLONIAL

## "Pink Coats" Open the Fox Hunting Season

**F**OX hunting—heretofore popular only in a few localities—is at last beginning to find more devotees over here. This shows the opening of the Hunt Club

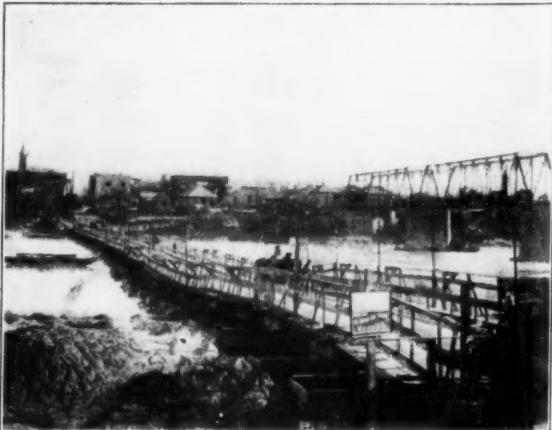
season at Montreal, where following the hounds is finding many followers today among the wealthy Canadians who live in the picturesque old French-Canadian city.



KODAK

## Once More the Immigrants are Arriving

**A**LL Jews present are requested to raise their hands," said a speaker addressing an immense gathering of immigrants who had just reached Ellis Island, New York, recently—and this was the result! Today more than five thousand foreigners are reaching New York every day.



A. H. RAH

## A Fragile Bridge—But a Money-Maker

**O**VER this pontoon bridge most of our exports to Mexico find their way. It was built at Laredo, Texas, to take the place of the steel bridge recently burned.

## The Camera's Record of Notable Events



LETTAN SWIFT KELTAN

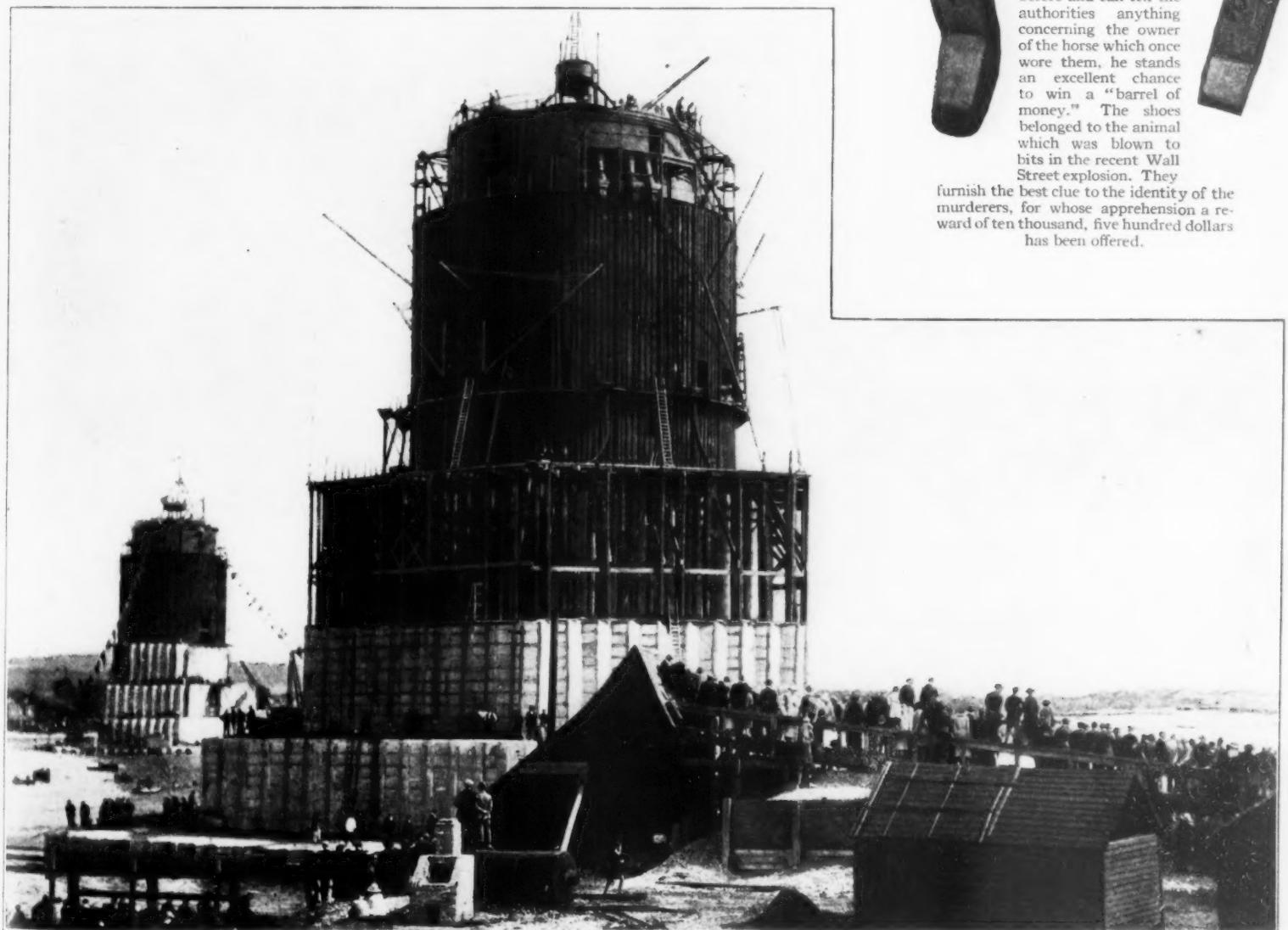
*The Poles Prepare for Trouble with a Neighbor*

OPTIMISTIC idealists who feel confident that a warless day is shortly to dawn will do well to give some thought to this picture. It shows Polish troops being trained in mountain warfare—not for the struggle against the wicked Bolsheviks (who are being fought on the plains) but for a "possible war" with their neighbors, the Czecho-Slovaks. ¶



*Name Their Owner and Win \$10,500*

IF, by any chance, anyone who reads this caption thinks that he has seen these shoes before and can tell the authorities anything concerning the owner of the horse which once wore them, he stands an excellent chance to win a "barrel of money." The shoes belonged to the animal which was blown to bits in the recent Wall Street explosion. They furnish the best clue to the identity of the murderers, for whose apprehension a reward of ten thousand, five hundred dollars has been offered.



© CENTRAL NEWS

*More "Mystery Ships" that Would Have Startled the Huns Had the War Gone On*

THE ancients sprang some weird surprises on their enemies in the course of their numerous wars, but rarely did even they evolve an instrument of destruction so extraordinary as these two fighting machines. They are the famous "mystery ships" which were laid down by the British in June, 1918, and which must have given the Germans spies many sleepless nights.

They are, in reality, not ships, but fortresses which can be floated to any desired position and partially submerged so that they rest securely on the bottom with about fifty feet of their superstructures rising above the surface. The monster on the right is shown as it appeared just after its launching at Shoreham, Sussex, England. Its twin (unlaunched) is seen in the background.

# EDITORIAL

JOHN A. SLEICHER,  
EDITOR-IN-CHIEF

CHARLES AUBREY EATON,  
EDITOR



FOR AMERICAN PROGRESS, AMERICAN IDEALS, AMERICAN SUPREMACY

PERRITON MAXWELL  
EDITORIAL DIRECTOR

JAMES N. YOUNG  
MANAGING EDITOR

## What Is Ellis Island?

**M**R. FREDERICK A. WALLIS, the Immigration Commissioner at Ellis Island, does himself, his office and his country, great credit in the way he is trying to grapple with a most serious situation. Statistics show that immigration is developing into a flood. We are told that there are at least fifty thousand refugees waiting at Danzig alone, in the hope of reaching America, that every steamship coming west has its steerage accommodations engaged for a whole year in advance, and that in every European country millions of people are thinking of America and planning how to get over here at the earliest possible moment.

The most vital and ominous fact is our total unpreparedness to handle the immigration problems.

There ought to be a law laying down the principle upon which we are to determine the numbers of immigrants destined for admission within our gates.

American labor is the best paid, the best conditioned labor in the world. It can remain so only by producing in sufficient amounts to demonstrate its ability to do all the work necessary to be done in this country, and by helping to keep out an enormous unnecessary flood of imported labor.

We can use, and doubtless need, some more workers at the present time. Why not adopt the principle of admitting nationalities in proportion to the number of those nationalities which have already become citizens of the United States? There ought also to be an absolutely rigid test of physical, mental and moral qualifications.

Then we ought to send across the seas representatives of America, men and women of the very highest character, who can afford to take the job at low salaries, and who will pick and choose the immigrants in their native land before even they start from home.

The steamship companies ought to have some other relation to the immigrant problem than that of mere freight-handlers anxious to utilize every inch of freight space at the highest price in their steerage. Once the immigrant is chosen and pronounced suitable, he ought to be accompanied and guided in his journey to the sea and across the sea, and at every stage of his travels have conditions worthy of a prospective American citizen.

When he arrives in this country he ought to arrive at a number of ports, rather than be jammed through the one narrow funnel of New York harbor.

He ought to be met by men and women of character representing the Government, who will be empowered to distribute the tide of immigration where it is needed, sending farmers to the farms, carpenters, metal workers and

what-not to those industries which have expressed the desire for more help. Then these immigrants ought to be put to school at once, taught to read, write and speak English; taught the American Constitution and history; and given a thorough inoculation of those ideas which are peculiar to America and which constitute our glory, our guarantee of permanence and progress.

Organizations have sprung up during and since the War whose avowed object is Americanization. These range in quality all the way from good to bad.

Let these organizations and the people represented by them get together in a great national convention; let them consolidate their views, based upon previous experience, into simple proposals; then let them go to the new Congress and have enacted, at once, at least a provisional and tentative law, which shall make a beginning towards handling the most vital, difficult and urgent problem confronting the nation.

LESLIE'S WEEKLY is determined to advance in every way within its power this great and necessary work. We offer our co-operation to all those

who are thinking along the same lines in an effort to make a better America, and to give to those who come here from other lands the opportunity they are seeking to become free, self-supporting, patriotic, thorough Americans.

## The Age of Power

**P**ROBABLY no word in the language is more thrilling to the senses of man than "Power." In its various forms it has intrigued him from the dawn of history. He has always worshiped Divine Power, has sung its glory in psalm and prayer.

In modern times he has given to mechanical power scarcely less of reverence and respect, and for the very good reason that power is the doer of all things in the world. The extent of its development and use marks the standard of civilization. The measure of the greatness, the glory, the majesty of a nation in a political and economic sense today is the extent of its development and application of mechanical power.

The human arm, the human back, the human muscle, were the first power employed in doing things. Aboriginal man found no power save that in his own skin. He and his successors used only man-power for thousands of years. Even today millions of people use none other. Great works were done in the world by man-power alone; some of them stand today as marvels of engineering skill, still defying the tooth of time.

After man-power came the harness and the yoke upon animals, who took the burden off the back of man. Then came the captured wind and falling water to relieve the strain, adding to the comfort and advancement of the race. Watt's tea-kettle caused the greatest power revolution of all time. In the designation of the unit of electrical power, the name of Watt has been deservedly perpetuated.

With steam as its new and efficient aid, the modern world and its high civilization came into being. Steam is still with us as the greatest power agent, and bids fair to remain with us as long as the fuels of the earth are used by man.

Franklin's kite-string told the world of a new, elusive, mysterious power called electricity. Since his day this agent has retained its elusive and mysterious character, notwithstanding intensive study and investigation which have reduced it to control and enormous utilization. Mr. Alexander T. Vogelsang, First Assistant Secretary of the Interior, whose article in this issue shows what is being done in the West in harnessing the giant of running waters and making nature work for the betterment of mankind, should interest every one and especially those who have natural resources at their very doors, but have not yet realized the wealth therein.



Drawn by ANGUS MACDONALD.

THE WAITING GIANT IN THE WATERFALL

# Playing with Death as an Everyday Business



*"Handle with Care" Is Superfluous*

Parcels Post has a sinister meaning for Chief Inspector John F. Dixon. It is his job to open packages suspected of harboring bombs or infernal machines.



*A Dangerous Dissecting Room*

The occasion makes the hero, but Inspector James Callahan, whose specialty is dissecting bombs, takes 100 per cent. risk as something all in the day's work and heroism as an afterthought. This is the most dangerous work connected with the Department of Combustibles, a fact which the Inspector's surroundings suggest. He occupies an alcove in a wall of sturdy brick—a niche in a hall of fame that few will envy him. There is risk in every tap of the inspector's hammer, for despite a family likeness between infernal machines, the point wherein one differs from another may mean disaster.



*He Goes to the Movies Professionally*

Because celluloid is highly inflammable, the vault where a motion-picture producer stores his films is a place of great interest to Inspectors of the Department of Combustibles.

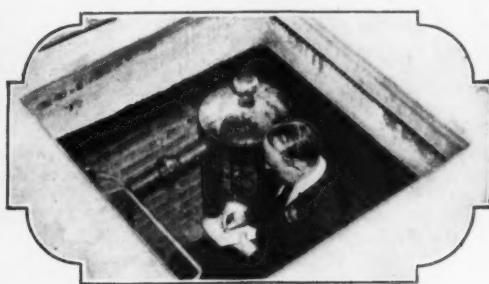


*Except in the Case of Wall Street*

Every stick of dynamite entering New York City must be stamped with a contractor's number. Records are kept of the quantity received and by whom it is to be used.

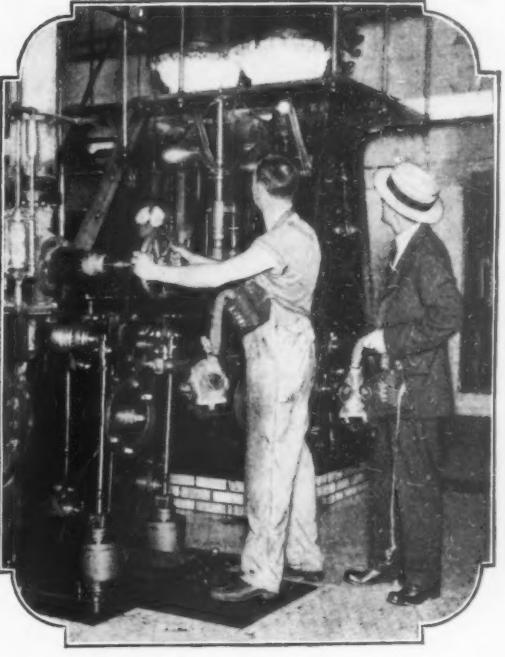


*THIS IS THEIR DAILY RISK*



*Preventing Sewer Explosions*

They would occur often if an inspector did not watch the oil separator. Gasoline escaping into sewers is an ever-ready mischief-maker.



*In the Haunt of Deadly Ammonia*

A refrigerating inspector making an examination of one of the large ammonia compressors. There are about 1,200 of these plants in New York, all operating under the supervision of the Department of Combustibles. The perils incidental to them are not generally appreciated by the public, but ammonia fumes when liberated are not only dangerous to life, but sometimes are highly explosive. In no part of the Inspector's day is the adage as to "an ounce of prevention" more applicable. Ammonia fumes have been responsible for fatalities at many a fire. Fume-fighting is a tougher job than fire-fighting.

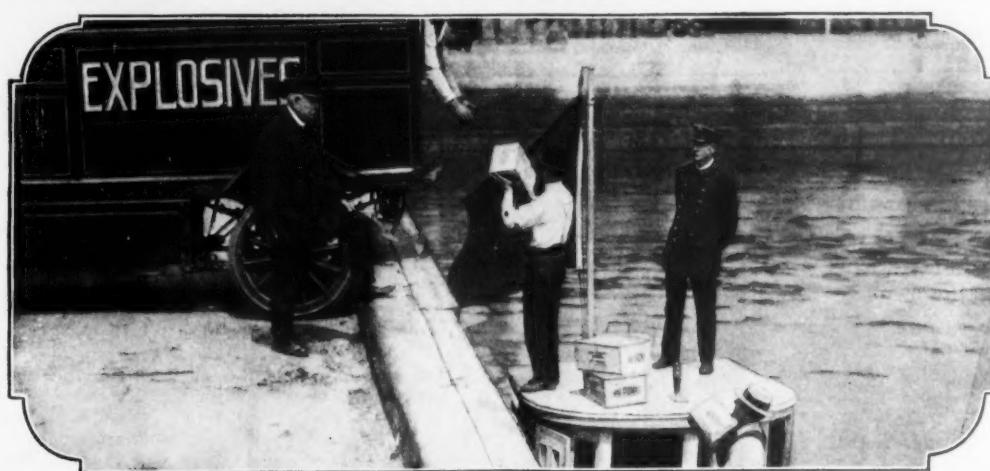


PHOTO © KODAK  
Harbor craft give a wide berth to the boat with the red flag. A powder wagon meets it at the dock.



Dr. Charles Aubrey Eaton  
Editor of *Leslie's Weekly*

## Dr. Eaton's Page

### "We Workers"

I HEARD a soap-box orator not long ago declaiming to a crowd gathered under the dim lights of a city side-street.

He was a young chap, well-dressed, and gifted with natural eloquence. A slight thickness of tongue betrayed his alien origin, although he handled his English far better than a good many American college graduates who can trace their ancestry to the first-settlers.

His argument was that Bolshevism is essentially an American idea. And he offered as proof of the fact that the majority in America went to war to free the slaves who were held in bondage by a minority.

Then, having left this suggestion in the minds of his hearers, he went on to deal with "class government." The "accursed capitalistic class" could only be circumvented in their sinister scheming against the "wage slaves" by the cultivation of a class consciousness among the "workers."

"We workers are in a majority." "We produce the wealth of the world by our unrequited toil." "We must rise in our might and claim our rights."

The "We Workers" formula always appeals to me. Whenever men come announcing themselves as "We Workers" I am prepared to listen to them with all respect, simply on the ground that they are producers and not parasites. This feeling has no relation to the quality of their claims or the validity of their argument.

When the young orator reached the "We Workers" point in his speech, I edged up closer so that I could get a look at his hands. Alas! It was the voice of Jacob but the hand of Esau. Those hands raised to high heaven in defense of the downtrodden "wage slave" showed no sign of any acquaintance with toil. They were white and soft and fat. I could not swear to it, but I am afraid that a capitalistic manicurist had been at work upon them. Those noble hands were stained, but not by rude and degrading labor. It was nicotine.

I came away wondering just how far and in what direction this sort of thing would bring us here in America.

Then I thought of my friend Johnson—that may not be his real name, but he is a real man. Years ago in Sweden, where he was born, an accident disfigured and dwarfed him for life. He has suffered. And he runs his race every day with a physical handicap that would quench the spirit of most men.

Johnson has been in this country perhaps twenty years. Most of the time he has worked on farms. Eight years ago he bought a little house. There he lived with his sensible, thrifty wife and fine American-born children. Last year he sold his house for twice what it cost him. He has money out on mortgage and money in the bank. He works hard every day; his hours are long. A good deal of his work is dirty, disagreeable. His hands are gnarled and calloused. He often gets tired, so tired that nothing but the lion heart in him keeps him going.

I know this man well; he is my friend. I admire and like him. And I have learned much from him about life and how to live it.

No one ever heard Johnson make a speech about "wage slaves" or "class consciousness" or "Bolshevism as a substitute for the capitalistic system." He is in love

with life. It is always a fine day today with him. When he is sweating in the hay fields he is surprised at the fine quality of the hay. "Good enough for a man to eat," he says. The cow in the herd he looks after are all "beauties." He thinks America is better than any European country, because here a man has a chance to get on.

When Johnson wants anything, he earns the money and buys it, provided he and his wife are sure it will be a good investment.

Johnson's English is almost as bad as if he had been born and educated here, but he can, on occasion, put his ideas into a picturesque phrase. When I told him of the lily-handed young orator who wanted to save the wage slaves of America by "class action," he remarked with considerable feeling that "there are a good many damn fools loose in this country just now."

I am afraid Johnson is a conservative. But what can you expect of a man who has money in the bank?

### We Must Remain American

DURING the Christian era three continents have held the center of the stage in the drama of Universal History.

Asia, with her hopeless millions has lain under the shadow of philosophic pessimism. Here religions for the most part are religions of despair. They bind the minds of men to the past. Some teach that existence itself is the supreme evil and a return to non-existence the chief good. Fatalism has chilled endeavor. And the caste system has bound countless millions by iron bands to a life without hope.

Europe was fortunate in the breeds which first laid the racial foundations of her history, and still more fortunate in that the Christian religion became the great determining factor in her social development.

Europe is old, and she, like Asia, is rooted in her past. But she has evolved a diversified civilization, and by slow and painful steps has advanced towards at least a partial solution of the problem how men can live together. She has no caste system in the Oriental sense, but she is cursed by a class system almost as bad.

THE fundamental idea of our American civilization is this: Any man who has the stuff in him can, by his own energy, thrift, industry and courage rise to any heights he may choose. His only limit is his own weakness. He, himself, is in a class by himself. There is no other class here.

This is the greatest experiment ever made by man. It is a new idea fit to be developed only in a new world. It is the American idea.

In Asia no man can rise out of his caste. In Europe no man is expected to rise above the class in which he was born. It simply isn't done.

Under the urge of great ideas liberated by the Christian religion and stimulated by the application of science to practical affairs, a vast social unrest has disturbed Europe and is now rending her ancient systems.

The only hope for the individual of low estate in Europe is in advancement of his class. If his class is powerful enough to dictate terms, he profits with his fellows.

America is different. This is the land of today and tomorrow. We have no yesterday. We have no caste system like Asia, no class system like Europe.

The men who made America came here as individuals. Each carved out of the new world a destiny for himself.

We are not willing to have this fundamental American conception of life overthrown by theories and dreams which have their origin in the class- and caste-cursed continents of Europe and Asia. Whoever makes the attempt is the arch-enemy of America.

We have escaped from the stifling old-world systems. We do not want those systems set up here any more than a healthy youth wants to get about in a shroud. And we do not want the cures prescribed by social and economic quacks for those old-world systems. Both the disease and cure are un-American.

To set up the European class system here, or to act as if it were already set up, would be like trying to steady down a wild boy by treating him for senile decay.

### Boston and Cleveland—A Contrast

BOSTON certainly had an acute attack of Ponzi-litis. The venerable patient seemed to be on the road to convalescence when the country was startled by the sudden closing of a number of reputable banks, apparently solvent, and in the control of able, conservative and honest men.

Dark rumors are afloat that these disasters are due to a policy of dog eat dog on the part of the Boston Banking fraternity. Instead of the great old banks assisting the younger organizations, and all working together in the interests of the community, the opposite was the case.

At any rate, an alarming number of high-class banking institutes were permitted to come to grief to the lasting injury of the financial resources of the city and of public confidence, which is the basis of economic stability and progress.

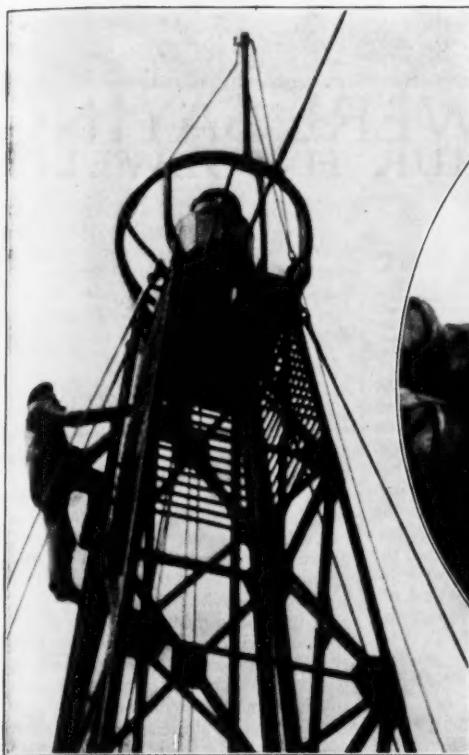
This fact cannot be denied or explained away.

In Cleveland they do things differently. There the big men stand by each other, and when weakness develops in one direction the whole resources of the city are as a matter of course, mobilized to meet the issue.

Cleveland bankers would be slow to permit any reputable banking institution close its doors for lack of support in a time of crisis. Cleveland business men would consider it bad for every other business if one of their number, who was the right sort, were allowed to go down.

Perhaps this difference in methods and theory accounts for the fact that Cleveland has outstripped Boston in population and is planning for a future beyond the possibilities of a community which allows its banking business to be shot to pieces because a clever criminal has managed to separate simple folks from their earnings.

# Preparing the Coast for the Sea's Winter "Drive"



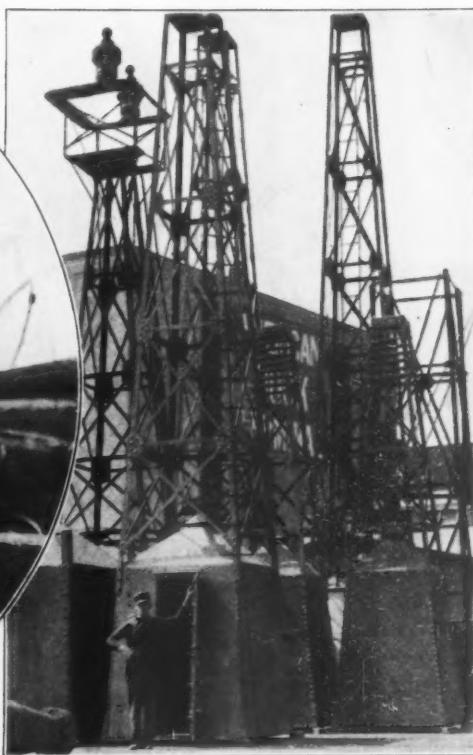
**Lightships Mark Shoal Water**

Up the mast of the lightship goes the repair man. The lamp, his objective, is very weak compared with the primary coast-lights.



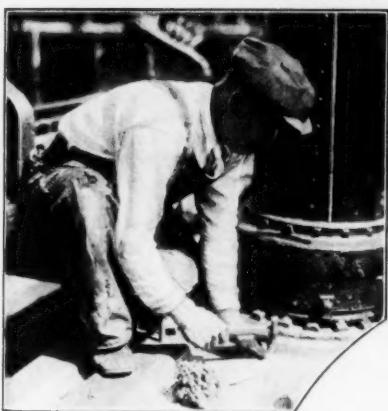
**No Wandering Buoys While This Stays Put**

Making sure that the anchor which holds a bell-buoy to its moorings is fit for the job. No ordinary anchor, and sometimes no ordinary sea.



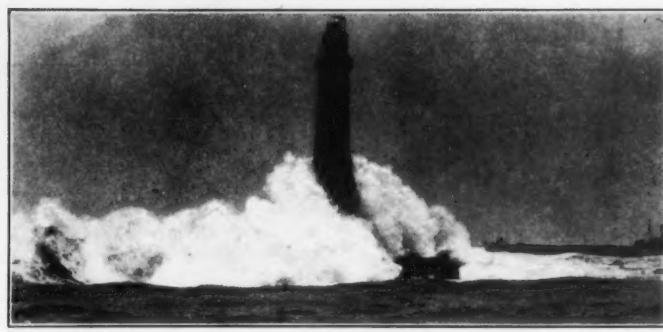
**All Members of One Big Family**

Small lighthouses, built of structural iron, do not require the constant service of a keeper. They are worked by a mechanical device.



**Nothing Must "Start"**

Lightships must stand the savage buffeting of wintry gales and seas. When they are in dock, workmen always go carefully over every nut, screw and bolt.



**A Test of "Shock Troops" in the War Between Land and Sea**

Between Libby Islands, Maine, and Cape Flattery, Washington, there are ninety-four primary sea-coast lights. In candle-power they vary greatly, as they do in height. For example, Navesink Light, N. J., has 710,000 candle-power; Cape Cod light, 580,000. Point Arena, Cal., has 390,000.



**Duty Maroons Him**

The captain of a lightship sees little "company" in winter, his only visitor for perhaps weeks at a time being the extremely welcome official supply boat.



**There Are Anchors and Anchors**

These are not monster balls for some giant of the cannon family. They are but another form of anchor for the bell buoys.

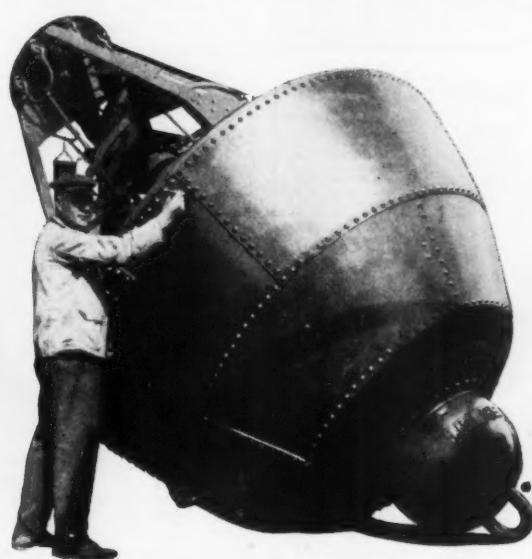


PHOTO: GILLIAMS SERVICE

**Ready to Go Back to the Firing Line**

The sea puts even the hardest rocks to rout, so small wonder that buoys must recuperate for a time after a protracted session with cruel Neptune.



**Lightships in Dock for Repairs**

Autumn is the busy season of the Lightship Service; everything must be made snug and tight against the fierce wrath of the seas.



© B &amp; B 1920

## "I ended corns forever in this scientific way"

Millions have said that about Blue-jay.

Others tried it and told others the same story.

So the use has spread, until corn troubles have largely disappeared.

If you have a corn you can settle it tonight. And find the way to end every corn.

Apply liquid Blue-jay or a Blue-jay plaster. The pain will stop.

Soon the whole corn will loosen and come out.

Think what folly it is to

keep corns, to pare or pad them, or to use the old harsh treatments.

Here is the new-day way, gentle, sure and scientific. It was created by a noted chemist in this world-famed laboratory.

It is ending millions of corns by a touch. The relief is quick, and it ends them completely.

Try it tonight. Corns are utterly needless, and this is the time to prove it.

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for Coughs & Colds

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### A Money-Maker

"The Game That Makes Fortunes"

You can make \$12 to \$18 per day for yourself. Scores of proprietors of American Box Ball Alleys are making \$100 a week or more from just two alleys. C.T. Patterson, of Illinois, opened three alleys and cleared up \$100 to the first two months. Now he operates eight alleys and out of the proceeds has built a beautiful 3-story home.

**\$100 a Week**  
American Box Ball becomes the rage wherever it is started. More fun than ordinary bowling. Practically 100 per cent profit. No advertising expenses. No helpers, no wages to pay. Pins are reset and balls returned automatically. Wonderful automatic electric lighted scoreboard.

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**American Box Ball Co.,**  
878 Van Buren St.  
Indianapolis

## AS WE WERE SAYING BY ARTHUR H. FOLWELL

### IMPORTED BUGS

To accomplish pollination of Smyrna fig trees in southern California, which otherwise would not bear, the Bureau of Plant Industry sent a specialist to Turkey where he secured a family of the needed insects (*Blastophaga Grossorum*) and brought them to America. Here they have increased like the children of Israel in the days of the Pharaohs. —*California Fruit Item*.

WASHINGTON, D. C.—Agents of the Department of Justice have discovered an insidious plot on the part of Bolshevik aliens to break the morale of America. A Russian insect (*Maggot Leninorum*) has been liberated in vast hordes on American golden-rod for the purpose of crossing Bolshevik bacteria with hay-fever germs, thus gaining access for the former into the best American families. All hay-fever suspects are being placed in political observation wards until further notice.

WASHINGTON, D. C.—The Department of Agriculture, in one of its latest bulletins, announces the solution of a mystery long baffling. The blight which threatens the life of every English walnut tree in this country is now known to be caused by a small but savage green insect, shaped something like a shamrock, which bores viciously into the tree's very vitals, and never lets go. The Department has christened it *Siniceinus Shillalah*. Housekeepers are warned to look out for it in English mutton chops and English plum pudding, to both of which it has a decided aversion.

*The parties to a divorce suit who got in a fine mix-up over the ownership of the defendant husband's wines and liquors suggest by their litigation the necessity of a new line for the man in the marriage ceremony: "With all my worldly hooch I thee endow."*

### THAT "DEAR FATHER" STUFF

*Oh Father, dear Father, come home to us now;  
The clock in the steeple strikes one.  
You said you were coming right home from the  
store  
As soon as your day's work was done.* —*Old Sod Song.*

It is dawning upon us that Prohibition has driven into the limbo of the dead past one of the "driest" ditties ever composed for propaganda purposes: "Oh, Father, dear Father, come home." Home no longer is defined as a place to go when every other place is closed. Home is now the home of home-brew; the cache of private stock. The words of the old song, with the close harmony quartet tremoloing the refrain, are out of date. More than that, they are positively vicious in their invitation to a Bacchanalian revel. In the interests of sobriety, they should be revised as follows:

*Oh, Father, dear Father, pray do not come home  
Till the clock in the steeple strikes one.  
Don't phone you are hiking right up  
from the store  
As soon as your day's work is done.*

*You're apt to be sober if out with the  
gang.*

*But we cannot be sure of you here.*

*We know you are safe if you're only  
away*

*From your cellar of hooch and of  
beer.*

*Not home, not home  
Go anywhere, Father,  
But h-o-o-o-m-e!*

*Perhaps in the hurry of the political campaign the big fact has escaped you, but with possibly one exception this is the first Presidential battle in twenty-five years in which it has not been necessary to spray Mr. Bryan's throat.*

### KEEPING SPORT CLEAN

Rather a spicy prelude to the World Series of 1920—the indictment of eight ball players on a charge of "throwing" games in the 1919 event at the behest of gamblers. There is a lot of grandiloquent talk about keeping professional baseball above suspicion; almost as thrilling stuff as Andrew Jackson's "By the Eternal! The Union must and shall be preserved!" We read interviews by baseball men in which they say that once the public loses faith in the integrity of the national game, then good-by to public patronage, good-by to the investments of club owners.

Perhaps. We are among those who believe that nine-tenths of big league baseball is on the level, but supposing this fall's unsavory disclosure to be supplemented by others, all tending to confirm an opposite belief, would the public really withdraw its patronage? Has the public killed the horse-racing game because some races are "fixed," some horses "pulled," every season? Has it? You answer, Mister Man.

Unless our vision is hopelessly warped, the fixed race is the progenitor of the "inside tip." The racing public haunts the paddock in the hope of picking up a wise word or two from those who are "in the know." And those who get their bets down first, before too much educated money begins to show, have the benefit of the long odds, and reap the rich harvest when the horse that is "meant" to win breezes under the wire, a winner by not too many inches. What we mean to convey is that the very breath of the racing fan's life is the hope that today, tomorrow, or next day, he will be put next to something that "can't lose" because it's all framed.

Perhaps—and perhaps again—evidence that baseball was not straight would drive the public from ball parks, its eyes raised to heaven in horror. But, on the other hand, maybe such evidence would merely be incentive to "get next to the wise ones and cop some of the easy money." You never can tell in this funny little world.



Now, this is not a trifling matter. What is the District Leader, or other little boss in politics, to offer the woman voter as an informal bid for her good-will when electing? The male voter is easy. To him, the District Leader may say without fear of offense, "Have a cigar?" A cigar is not a bribe, yet it is a sort of "open sesame" to a voter's inner self. There is a certain free masonry in tobacco. It establishes a basis for amicable confab. It loosens the bonds of talk. But it won't do to offer a woman voter a cigar. It isn't done. An inexpensive substitute must be found. And where is the man, though he be wise in politics as Elihu Root, who is competent to pick that substitute, unerringly. With a pocketful of smokes, the District Leader is prepared to mix with anything masculine. But mixing with "the girls!" Ah and alas! Before the feminine of cigar is found, some bitter days are in store for the District Leader.

# Columbia Grafonola



*"And, oh,  
she dances such-a-way"*

You'll never need to leave your favorite partner in the middle of a dance. With the Columbia Grafonola you can dance to the last lingering note and step. The Non Set Automatic Stop takes care of that. This exclusive Columbia feature is at its best for dancing. Nothing to move or set or measure. Just start the Grafonola and it plays and stops itself.

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## MOTOR DEPARTMENT

Conducted by

H. W. Slauson, M. E.

Readers desiring information about motor cars, trucks, accessories or touring routes, can obtain it by writing to the Motor Department, "LESLIE'S WEEKLY," 225 Fifth Avenue, New York City. We answer inquiries free of charge.

WE are spending hundreds of millions a year for the construction of good roads. What will we have to show for this expenditure at the end of five or ten years?

The answer to this question depends entirely upon the foresightedness of highway engineers and boards charged with the selection of the route of the road and the type of construction. Already, highways built five years ago are wearing out, and more money is being expended upon their repair than is represented by a legitimate

charge for maintenance on the investment as a whole. Some of these conditions are due to the unparalleled increase in traffic which has occurred recently, and too many shortsighted officials are prone to blame the motor truck and the heavy loads which it carries for such conditions.

The motor truck, however, is an economic necessity, and to limit loads to insufficient amounts rather than to build highways to meet maximum traffic conditions would be as foolish and shortsighted as to employ the types of locomotives and railway cars in use fifty years ago, because the rails as then laid would not withstand heavier traffic.

Some of these conditions were emphasized at the recent meeting of the Federal Highway Council held in Akron, Ohio. The object of this council is to promote the most efficient use of trucks and other vehicles as supplements to the railways and waterways in the transportation of our goods. Naturally, highway construction plays an important part in the future of the motor truck, and yet it was pointed out that \$5,000,000 spent in one county in one of our most progressive States two years ago for the construction of roads now

needs to be more than duplicated for the reconstruction and repair of that same stretch of highway. Obviously, someone had blundered; if not in the method of approved construction selected, at least in an estimation of the motor traffic which would use such a highway.

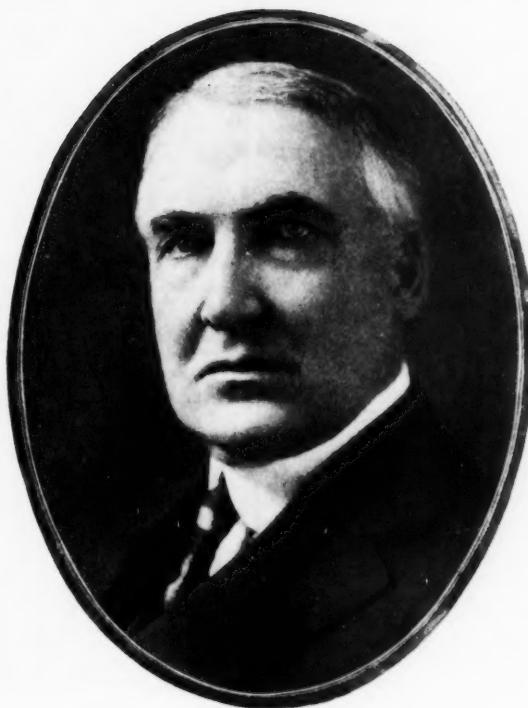
The rapid deterioration of a new highway does not, therefore, necessarily represent graft or fraud on the part of the highway commission or the contractor. Heavily loaded traffic at high speeds in a continuous stream over roadways which would withstand horse-traffic for decades creates totally different conditions and makes it necessary for us to revise our whole method of road construction.

For example, it was formerly said that a few inches of crushed stone or concrete would form a satisfactory and substantial foundation for any road. We are learning to our sorrow, however, that the nature of the earth for ten or twelve feet under this foundation vitally affects the efficiency and longevity of the road. Even soils of different consistency and of various composition, so far as their ability to absorb moisture is concerned, will represent all of the difference between a road which will be satisfactory for years or one which will settle and break through after the first severe winter.

Any road worth building is worth using—not merely for eight or nine months of the year, but for the entire three hundred and sixty-five days. Snowstorms cost vastly more in the form of freight congestion and delayed shipments than in the expenditure for snow removal which would keep such highways open to traffic under all conditions.

An investigation of the most approved (Concluded on 530)

# Harding and Coolidge



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Protection and encouragement for American workers and business men.

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\* \* \* \* \*

Respect for American traditions and for American Independence, which are the foundations of this government.

On the Fourth of July, in future as in the past, one flag will be seen. One is enough.

Independence means independence, now as in 1776.

\* \* \* \* \*

This country will remain American. Its next President will remain in our own country. American affairs will be discussed by American public servants in the City of Washington, not in some foreign capital.

We decided long ago that we objected to foreign government of our people.

If four million Americans could take care of themselves and their own affairs one hundred and forty years ago, one hundred million Americans—25 times as many—can do the same now.

\* \* \* \* \*

Harding and Coolidge will prove all this to the whole of Europe, Asia and Africa, when you send them to Washington.

*Republican National Committee*

## Let's be done with wiggle and wobble

# Do the Dead Live and Communicate?



The validity of the evidence pointing to an invisible world, the future abode of man, so near our own that the veil might be torn or lifted, is now admitted by many of the greatest minds of the day. Heretofore we have been studying merely the Material World of Products and Effects. The World of Causes and Forces lies all unexplored before us. It is into this fascinating field—the border-line of the Unknown, the dim, mysterious region that lies between MIND and MATTER, between physical and spiritual forces and energies, that we are carried by

## Motor Department

(Concluded from page 528)

methods for attaining three-hundred-and-sixty-five-day service from the majority of our hard-surfaced highways is under consideration by the Federal Highway Council, and their findings, together with those dealing with other phases of efficient motor vehicle transportation, will prove of tremendous benefit to every resident of this country; for there is no human being within our borders who is not affected to a far greater extent than he realizes by the measure of efficiency rendered by our transportation forces.

Our Government at Washington is acting with the Federal Highway Council, and through its various bureaus and departments devoted to highways, commerce and agriculture, is conducting investigations as to causes of road wear and the best types of construction. The duty of road commissioners only begins when the consent of the taxpayers to a highway appropriation is obtained; the best placing of such highways, grading, drainage and type of construction are all of equal importance, and the Federal Highway Council with its headquarters in Washington has been created to serve as a clearing house for the exchange and dissemination of information of this kind.

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That obedience need not be servility, but an intelligent recognition of the necessity of order and the value of trained direction.



That loyalty to my organization isn't a noble quality for which I deserve praise, but mere common sense in supporting what is supporting me.



That right and wrong are of the individual and never of the class. That just as there are employers who are unjust, so are there employees who shirk, and that all judgments must go to averages and give and take on the fifty-fifty basis.



I believe in wise spending and sane saving; in clean living. In the rest that restores and the recreation that recreates the energy due my work; and, whether I work with head or with hands, in grasping every opportunity for further education.



Finally I believe that the Lord helps those who help themselves. And for the country and the job that provide the means of self-help I give my daily thanks.

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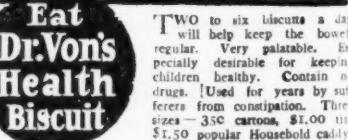


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## Is the Industrial East Asleep?

(Concluded from page 514)

We must then also consider the traffic relief to the railroads. Forty per cent. of railway cargo space is devoted to coal shipment. High value merchandise is in perpetual quarrel with coal for cargo space, but the merchandise must yield because the coal must go, else everything stops. To eliminate the use of 30,000,000 tons of coal means to free about 3,900 cars daily from coal duty, half of them leaving the mines and half leaving the point of destination. It is said that a freight car moves more quickly from Mississippi points to Trenton, New Jersey, than it does from Trenton to New York. Such congestion can not occur when we lift 3,900 cars daily from the available trackage.

Any scheme having for its purpose the saving of \$300,000,000 a year aside from a myriad of other benefits should, indeed, have the intensive attention of government, of engineers, of captains of industry. With the addition of the hydro-power, particularly that of the St. Lawrence, the exhaustion of diminished coal reserves will be long postponed.

## His One False Move

(Continued from page 515)

"Yes," said Rollinger, knowing that he ought to get up instantly and leave, but held by hope and by the other's persuasive, magnetic personality.

"I shall draw the draft I mention, and shall use the money to buy some of a certain municipal bond recently issued. In fact, I shall take bonds for the draft, as I happen to know that the bank has for sale now a good big block of the bond I have in mind. If you receive the call at the Vanderhyte and give a favorable answer to the Boston bank, it'll be worth to you—well, say, \$15,000. The draft will not reach you before Friday afternoon, and before that I will be in and make a deposit covering it."

"It's crooked!" cried Rollinger thickly, his clean-cut, boyish face flushing red and distorting in anger, as he got to his feet.

"Sit down—Mr. Rollinger," said Burton calmly. The smile was still on his aristocratic face, but back in his eyes there was a spark of fire. "It's not pleasant for me to have you say what you said. Sit down, if you please, and hear me through."

In spite of himself, Rollinger resumed his seat; but there was rebellion in his face. Burton was not surprised at his mental victory over this young chap. He had bent many a stronger man to his will.

"What I have to say is this." He laughed genially. "I suppose you'll call it crooked—what I'm going to say to you. And I'll admit that it's not just according to Hoyle. I shall present the draft for the bonds late in the afternoon on Thursday and I figure that it will not get to your bank before Friday afternoon at the earliest. Upon securing the bonds upon the strength of the Vanderhyte's guaranty, I shall sell the bonds and use the money. I know where I can get par at present. That \$50,000 I shall need for about one day. I'm running a deal on Eaton Steel, and I've got to have that money—just that little bit to finish my trick. My credit's stretched to the limit, and I haven't a turn left anywhere. I'm against the wall—and \$50,000 will save me." Burton spoke calmly, but now his face was drawn and his eyes, set upon the floor, showed that he was keyed up as high as Rollinger. "If I win," he went on, throwing off the appearance of his tenseness, "I shall clean up—well, I won't say how much, but enough to satisfy me. Even if I fall down, I'll be no worse off than I was before getting the \$50,000."

Rollinger shook his head.

Let it be remembered that the purpose of government in this investigation is merely to get the facts and show them to the public. It has no intention to enter this field and do the necessary construction. It hopes to show by its investigation and report that present methods are so expensive, so wasteful, so short-lived, and savings and economies so apparent, that private associations will carry out the scheme.

When the industrial East finally gets the idea fixed in its mind that its sources of fuel power are fast waning, that 70 per cent. of the coal and 70 per cent. of the waterpower of the United States lie west of the Mississippi River, that industry can more readily move to power than power to industry, then it will make it a business to cease from waste and will put its financial back to the enterprise I have here tried to outline. When the East loses its cheap power, it loses its industrial kingship. The West is young, vigorous and aggressive and is more than ready to snatch away the scepter.



## You Pay 60c For water in each \$1 spent for meat Quaker Oats saves you 85%

Meats average about 60% water, plus considerable waste. The water and waste in hens' eggs is nearly 77%—in fresh fish 85%. In Quaker Oats the water and waste are less than 8%.

Thus Quaker Oats yield 1810 calories per pound, in the energy unit of food value. Round steak yields 890 and eggs 635.

### 12 people fed at cost of a chop

Quaker Oats costs one cent per large dish. A single chop costs 12 cents.

Quaker Oats, compared with other necessary foods, saves some 85%. See the tables, based on this writing.

Quaker Oats breakfasts, on this basis, mean a saving of \$125 per year.

And the oat, remember, is the supreme food. It is almost the ideal food in balance and completeness.

It is the advised food for young folks, and the vim-food for the older. To insure proper feeding, one meal a day should be oats.

Start the day on Quaker Oats—the matchless one-cent dish. Spend the saving on your costlier meals and you'll cut the cost of living.

### Cost per 1000 calories

Quaker Oats . . . . . 6 1/2 c

Average meats . . . . . 45c

Average fish . . . . . 50c

Hens' eggs . . . . . 70c

Vegetables . . . . . 1 1/2 to 75c

### Cost per serving

Dish of Quaker Oats . . . . . 1c

Serving of meat . . . . . 8c

Serving of fish . . . . . 8c

Lamb chop . . . . . 12c

Two eggs . . . . . 10c

### Cost of water

In Quaker Oats . . . . . 7c

In round steak . . . . . 60c

In veal cutlets . . . . . 68c

In fish . . . . . 60c

In hens' eggs . . . . . 55c

In tomatoes . . . . . 94c

In potatoes . . . . . 62c

In oysters . . . . . 88c

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### Cost per 1000 calories

Quaker Oats . . . . . 6 1/2 c

Average meats . . . . . 45c

Average fish . . . . . 50c

Hens' eggs . . . . . 70c

Vegetables . . . . . 1 1/2 to 75c

### Cost per serving

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## Finish This Story For Yourself

New York had seemed so wonderful—art had seemed so big—but New York turned a cold shoulder—art proved hard and bitter. Alone in the big city, at the end of her resources, she was too weary to cry. This special day she went out to seek—not glory or fame—but just for something to eat. She found—but let the story be told by

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factory, I suppose?" He took a draft from a small leather case as he spoke.

The clerk's face fell a trifle. The young fellow was no fool.

"You have no objection to the draft?" asked Mr. Burton, smiling.

"I'll have to ask about that, Mr. Burton."

"I understand, young man. It's rather late, but I think you could probably get the Vanderhyte in New York on the wire if your people think it necessary. I'll be glad to stand the toll, of course. You may say to your treasurer, or whatever officer you must consult, that I have just hired a deposit box here for use while I'm in the city and that upon receiving the bonds I shall immediately go to it. It's rather risky carrying \$50,000 in these bonds while living in a hotel."

When he had drawn the draft and presented it, the young clerk took it and left his cage. Mr. Burton waited, calm, cool, and smiling, thinking of young Rollinger.

The clerk returned in ten minutes and stated that the draft was acceptable. Thereupon he delivered fifty \$1,000 bonds to the courteous stranger.

Burton left the bond window and returned to the vault room and with his deposit box retired for the second time to a booth. He remained there five minutes, then left the vault room and leisurely walked out of the bank.

He passed down the street, still going leisurely. His face was quite serene, but there was a sparkle in his keen gray eyes.

In less than an hour after leaving the Falmouth Deposit & Trust Company, he had sold the bonds, and a short while thereafter was enroute for New York with \$50,000 in cash on his person.

Burton lolled back in his chair in the parlor car and stared into space, a smile on his face; \$50,000 in cash for a day's clever work! No wonder he smiled. And yet his smile was peculiar, and a close observer would have noted that underlying it was an expression of anxiety, perhaps apprehension.

When the train was coming into the Grand Central he gathered himself together, but in spite of his nerve his eyes were alert and searching.

There was nothing to bother him in the station, however, and he was soon in 42nd Street, walking with an easy swing for Broadway.

In accordance with the agreement, young Rollinger maneuvered on Thursday afternoon to get the Boston call in regard to Burton and the draft he was drawing up on the Vanderhyte of New York, and he gave the response that made one of the banks a lender of \$50,000, without security—or a loser of that amount. On the morning following his interview with Burton he had called up the Morgan office, and received a guarded commendation of the man who called himself a speculator. He had not been satisfied with this information about Burton, but in his acute distress had cast his die. When he had committed himself and the bank, he realized that he had followed the folly of gambling with a folly a hundred times greater; and his mental torture increased in proportion.

Without doubt, as he now saw clearly, Burton was a rascal, a clever confidence man, and had used him as a tool in securing \$50,000, and getting away scot-free. There seemed as little chance of Burton's repaying the \$50,000 and giving him \$15,000 for his aid, as for him suddenly to pick up that amount from the ground. It came to him, with an exceedingly hard mental jolt, that perhaps Burton had some one in the Morgan office who had played a trick on him—as he had deceived the Boston bank!

For some reason or other the draft did not reach the Vanderhyte on Friday, and Burton had not put in an appearance to make it good, and as soon as possible Rollinger left the bank and got busy in almost a frenzy. He went first to the building where he had made that memorable visit,

and learned that no one by the name of Burton had an apartment in the building. The apartment in which he had talked with the smooth rascal was occupied by a man named Sinclair, then in Mexico on business.

The young bank man returned to the street in a daze. His world was swaying, tottering. He would have given five years of his life—yes, ten—if he could have reclaimed his honor. He had little fear of consequences, as far as his person was concerned. He knew that he probably never would be found out if he held his tongue, but, scrupulously honest in big things and small, the lashing of his conscience over his slip under trial was worse than anything the bank could do to him. He was as much puzzled over the fact that he had yielded to Burton as he was tortured over the result of what he had done.

All that evening he tried in every way he could think of to find out about Burton, but he secured no information, not one detail. It did occur to him to consult the police, but he believed he would be in communication with the authorities soon enough. In the end, he went home from his fruitless quest to toss on his bed all that age-long night.

In the morning he arose pale of face and grim. There was but one course to follow, and he would follow it. When the draft came in, he would see President Carter and make a clean breast of his part in the swindle and take his medicine like a man. He was young, and some time he'd start over—and there'd be no second slip!

He worked in the loan department of the Vanderhyte. From his cage he could see the deposit windows, and on that fatal Saturday morning he kept his anxious eyes upon the stream of people, coming and going.

At 11:45 he let out a gasp that startled his helpers, and, leaning against the counter, he stared with fascinated eyes through the grill. Was he going mad in his torment?

He believed he saw Burton standing at the first deposit window, smiling and chatting with the teller, Billy Redman.

With a thumping heart he turned from the counter, left his cage with a muttered word to his assistants and, gaining the public space, strode across the floor reaching Redman's window just in time to meet Burton squarely, face to face, as he turned with a book in his hand.

"Ah!" he exclaimed, in mighty relief, bewilderment and anger blending in him. His drawn face went first white then crimson. It was all he could do to keep from leaping upon the man who had caused him to throw away honor and endure such anguish.

"Come over here," said Burton, noting his haggard face working on conflicting emotions. His own face was wreathed in a smile, satisfaction and happiness seemed to exude from him, to surround him like an atmosphere.

Rollinger followed him dazedly to an unoccupied wall desk in a comparatively deserted corner.

Burton opened the book in his hand and held it out. "I won!" he said. "Look! The draft is covered."

With burning eyes Rollinger stared at the open book. Burton had just deposited \$150,000!

The young man noted, too, even then, that Burton's Vanderhyte National Book was not new, but it was the deposit of this day that made his heart jump and thrill with joy and relief.

"Didn't you find out that I was a depositor here?" asked Burton.

"No, I didn't think of looking that up," returned the younger man, mentally kicking himself.

"You thought I was crooked, of course, that I merely had a slick scheme to steal \$50,000 and double-cross you didn't you?"

Rollinger looked him in the eye, and nodded.

"Well," said the other, with a little



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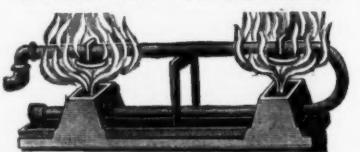
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laugh, "I told you the exact truth. I was stretched up to the last notch early this week, but—I've won." He spoke calmly, but his voice was vibrant with relief and triumph. "I needed just about \$50,000 for the last play in my game, and couldn't raise it. Without it, I was dished, ruined. It was impossible to get another dollar anywhere. I knew you had seen you here lots of times, had seen you in No. 28 and knew you were losing right along, and Tuesday night I thought of the scheme you helped me put through. Now," he put his hand in his inside pocket, produced a wallet and from it took a check for \$15,000 made out to Rollinger's order, but not on the Vanderhyte, "this is what I promised you, and I'm in your debt more than I can say."

Rollinger took and held it in trembling fingers. Suddenly, he tore the check into small bits and dropped them into the waste basket under the desk.

Burton stared at the young fellow, a sparkle gradually coming to his keen eyes.

"Put it there!" he said, finally, thrusting out his hand. "I feel rotten, taking advantage of you the way I did. But the thing has done no harm, and I guess anybody can gamble on you from now on, absolutely."

Young Rollinger made no immediate response; but, involuntarily he straightened. He smiled slightly, head up, eyes clear, steady. "Good-by, Mr. Burton," he said, "I don't think I shall see you again."

## How to Pick the Next President

By CARL SCHURZ LOWDEN

WHO will be "It" after the November counting-day? That, as a certain William of Stratford, England, wrote a few centuries ago, is the question.

Democratic periodicals are painting their candidate as a veritable genius, and Republican organs are presenting theirs as a great statesman. Certain independent publications cruelly declare that both of the contending gentlemen lack a lot in the matter of filling the shoes of a Washington or a Lincoln. Each rival speaks well of the other. Senator Harding asserts Governor Cox is an able journalist and a public-spirited citizen; Governor Cox apparently considers Senator Harding a nice old boy. Of course, neither admires the other's political affiliations.

What can the poor, bewildered voter do under such a trying situation? The Republicans say the country is going to the dogs, the Democrats avow it certainly will if their opponents win. If you listen to a Republican, you discover that the Democrats, including some of your very best neighbors, are scoundrels; if you lend your ears to a Democratic speaker, you soon ascertain that the Republicans are little better than burglars. The voter might take a coin, give the Democratic candidate one side and the Republican the other, and flip it.

But there is a nobler way out of the difficulty—the law of averages. This law has little logic and less reason, but human beings can no more escape from it than they can escape from the earth itself. Every four years the averages are shifted a bit, but they remain; sometimes a new element is introduced or a new precedent started.

Take the factor of names. Governor James Middleton Cox should feel elated inasmuch as the name of James is thickly sprinkled over the presidential roll; five of our chief executives, Madison, Monroe, Polk, Buchanan, and Garfield owned it. Incidentally, there have been three Johns, three Williams, and a brace of Andrews. George, though rather common, has not appeared on the winning side since Washington stepped down to make way for John Adams. Now, I do not desire to dishearten Senator Warren Gamaliel Harding, but the cards are clearly stacked against him, as no Warren or Gamaliel ever moved into the White House.

If you have a gnawing ambition to be President, don't make up your mind definitely upon that point until you have consulted the oracle concerning the day and the month of your birth. May and June are utterly hopeless, absolutely impossible, for they never pushed any of their distinguished sons into the coveted residence at Washington, D. C. Three of the months, July, August and September, slipped across a President apiece. Abraham Lincoln did not

and January has two. March, April, October, and November, with records of four each, are massed for first honor. As Harding was born in November and Cox in March, a champion of the months will be crowned soon after election day. Monthly speaking, neither of the candidates has an edge upon the other.

There is a different tale to tell, however, when the law of averages is applied to the day of the month. John Tyler, Andrew Johnson, and William McKinley were twenty-ninth babies; James Monroe and the present occupant of the White House, twenty-eighth; Ulysses S. Grant and Theodore Roosevelt, twenty-seventh; Franklin Pierce and James Buchanan, twenty-third. This preponderance of triplets and twins on the heavy end of the months runs the presidential average beyond the middle and well into the eighteenth. This is fortunate for Cox with his score of March thirty-first, and a bit disconcerting for Harding, who came into this naughty, naughty world on the second day of November, 1865.

The average age of the Presidents at the time of their inauguration into office was approximately fifty-four. William Henry Harrison, the oldest, was sixty-eight; and Theodore Roosevelt, the youngest, had reached forty-two when an assassin's bullet cut short his hunting trip and his official title of Vice-president. Chester A. Arthur and Millard Fillmore were fifty years of age. Grover Cleveland was forty-seven when he entered upon his first term, and two weeks later he passed another milestone. On the fourth of March, 1921, Governor Cox will be fifty and Senator Harding just half a decade older. Here the oracle is evidently nodding toward the man from Marion, Ohio, the man whom his friends call "W. G."

At what age did the Presidents-to-be take unto themselves life partners? When Andrew Johnson, the tailor, promised to "love and obey" he was a youth of eighteen; when Grover Cleveland did the same he was a middle-aged bachelor of forty-nine. The death of his sweetheart caused James Buchanan to remain single forever and, incidentally, he was the only President that did not at some time in his career embark upon the sea of matrimony. Johnson and Cleveland stand as the two extremes of earliness and lateness, with the average of the age of the twenty-six bridegrooms just one more than this number. The wedding bells rang for Senator Harding when he was twenty-five. According to "Who's Who" Governor Cox had registered forty-seven years at the time of his second marriage; there was an earlier marriage which the book does not mention.

Of the Presidential candidates whom the people rewarded with terms in the White House just two-thirds had received a college training. Abraham Lincoln did not



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go to college, yet he ranks at the top of America's great; the eminence he attained shows that a broad education can be acquired outside the schoolroom. Senator Harding graduated from the Ohio Central College, now defunct. The Ohio governor mastered a high school course. These facts give Harding a slight shade over his opponent.

At the time of the success of John Quincy Adams party lines were not clearly defined; they had begun to take shape, however, when in the next campaign Adams, as the National Republican or Whig candidate, was opposed by Andrew Jackson whom the Democrats had chosen to bear their standard. Counting this election and all that have followed, the goals have been won in this fashion: Republicans, twelve; Democrats, ten. Since 1859 the rooster has crowed precisely four times, and the eagle has outclassed him with eleven screams of victory. Hence and wherefore, Governor Cox, do not be too hopeful.

An examination of the electoral votes registered in the last nine bouts between the rival political parties does not show a preponderance in favor of either. The totals are 2317 and 2306 with a margin of eleven for the Democrats who thus win by a nose. But where should the Progressive vote of 1912 be placed? As it was an offshoot of the Republican party the votes might well be added thereto, thus giving the eagle a majority of seventy-seven. Neither Senator Harding nor Governor Cox can derive much comfort from these figures.

In an occupational sense the contestants break even, as both are journalists and both were school-teachers. Only six Presidents, John Quincy Adams, James Abram Garfield, Chester A. Arthur, Grover Cleveland, William McKinley, and Woodrow Wilson, served as pedagogues. Two-thirds the list of distinguished men read Blackstone and practiced law. The Ohio senator, a son of a doctor, is defying a precedent inasmuch as no physician's child has ever finished first in the thrilling quadrennial race.

A dozen Presidents have been members of the United States Senate; this is only one less than the number of chief executives that have held office as governors of States or territories. If Harding is superstitious, he must feel a bit shaky now and then over the fact that no "sitting" or active senator has ever been elected; senators have been nominated and defeated, as was Stephen A. Douglas, the "Little Giant" that waged political war against "Honest Abe," who had, in the days of his youth, used a shovel as a substitute for a slate and split rails for a living.

Virginia must watch its step, for the omens are arrayed against it and portend an advance by Ohio. Both of these States aspire to the title of "Mother of Presidents." The score now is: Virginia, eight; Ohio, six. As I sit here at my desk in Chicago, I hazard the prediction that Ohio will run her count up to seven early in the eleventh month of the "Annus Domini" now with us.

Furthermore, unless somebody performs a miracle and the bottom drops out of the earth or the heavens fall, a newspaper man (sometimes known as journalist) will be the next President. You can bet your life on that, as the rumor is founded upon good authority. The shade of irascible Horace Greeley, I surmise, is already envying this swing of the wheel of fortune, for in his day he completely failed to turn the trick.

I hope neither Governor Cox nor Senator Harding nor any of their followers will feel discouraged because of these revelations.

The oracle has endeavored to remain neutral. Let the candidates recollect the lessons of the past; they should not forget that the dope-bucket invariably has a high center of gravity and very easily can be kicked over by a stout-willed man.

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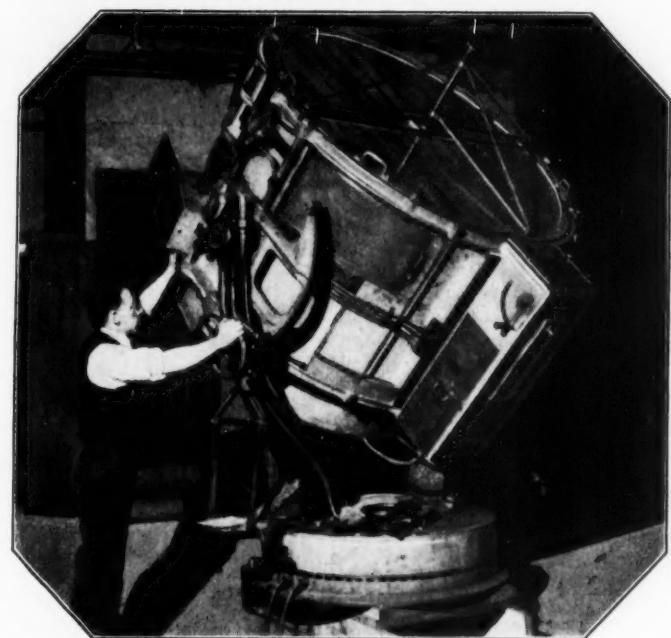


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Edited by Hereward Carrington, Ph. D.

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HERE has recently been erected, at the top of a skyscraper, in Brooklyn, New York, the largest and most powerful searchlight in the world. Its relative size to a man may be seen in the accompanying illustration. This light is the invention of Mr. Elmer A. Sperry, and generates an immense light equivalent to 1,280,000,000 beam candle



Giant searchlight, the largest in the world, just erected in Brooklyn, N. Y.

power. Its rays can be projected for several miles. A large part of its energy is unfortunately lost by conversion into heat, and in the present case this is so great that cigarettes can be lighted and lead melted at a distance of twelve feet from the arc. The light is, of course, fed by electricity. All electric lights of the kind so far invented lose an enormous quantity of power through conversion into heat.

the accompanying illustration, while carried along the street, and possibly suffering some bruises, is at the same time prevented from being killed by the machine passing over his body. But this is not all. On the upper side of the "shield" are two steel arms, which project and catch the body as it stands, preventing it from falling. The subject is thus held out "at arm's length," as it were, in front of the machine.



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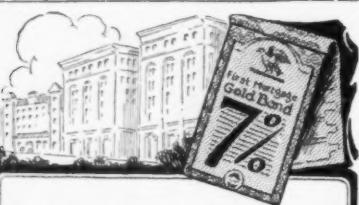
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**Y**EARS ago railroad securities were the favorites and leaders in the stock market. Investment and speculation revolved chiefly around them. Later, the railroads went through a protracted period of darkness and depression. They were not allowed to make just charges for their services; they were oppressed with the burdens of increased wages and advancing cost of supplies; and as a consequence the financiers and the investment public fought shy of their appeals for new and needed capital. Owing to the intense hostile public sentiment against them they seemed to be doomed to disaster.

In that time of distress for the transportation companies, the industrial corporations gathered headway and during the World War their earnings so expanded that their securities rose high in general estimation. Of late, the positions of the two classes of enterprise have been reversed. Today railroad stocks and bonds are on the way to recovery and the leadership they formerly held over all other corporation issues, while the industrials have been going partly into eclipse.

The explanation is that while under the new law the railroads are permitted to assess considerably higher freight and passenger rates and are almost sure of satisfactory earnings, industrial concerns are confronting a decline in the prices of their products and have no assurance as to where this will end. The law did not give the railroads all that they desired, and restrictions were placed on the income of prosperous lines, but whatever general business conditions may hereafter be, the carriers are likely to get decent remuneration for the work they do, and a fair return on their capital. Production in this country, it is believed, will not grow permanently less in the aggregate because of deflation in values. On the contrary, enlarged production may be expected in the effort of producers to make up by volume of sales for the scaling down of percentage of profit. There are cheering reports of the increasing efficiency of labor and of larger production. All this output must be transferred from point to point and so the quantity of shipments will continue to supply the transporters with as much business as they can attend to. And it must be remembered that a general fall in prices will benefit the roads, which are large users of many products.

Such being the outlook, there is naturally a turning on the part of investors and speculators back to the old-time choices. Railroad shares and railroad bonds have been in better demand and the selections have not been limited to the more desirable and higher-figured issues. Several of the low-priced stocks, like Erie for example, or

low-priced bonds, like St. Louis-San Francisco income 6's, have had relatively large advances which may or may have not discounted their future valuation. In contrast, there have been displays of weakness in the industrials which their holders hope and some financiers declare, have discounted the worst.

Along with the railroads, public utilities are having a brighter day. In most parts of the land adverse sentiment has, as in the case of the railroads, largely subsided. Their claims to relief have been recognized in a large number of instances, and they have been permitted to raise their rates to adequate levels. The leading organizations in this group are now making substantial profits and are in sound financial shape. Deflation of cost of commodities will aid them as surely as it will the railroads. For these reasons there has also been a revival of interest recently in the sterling public utilities and these have shown a firmer tone.

When deflation has run its course the industrials will have a more equalized chance with the other two kinds of securities, and should experience recoveries. Owners of the sounder industrials should not be in haste to sacrifice dividend-paying shares. These are bound some time to again have their "day in court."

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on page 537 you will find a descriptive list of booklets and circulars of information which will be of great value in arranging your investments to produce maximum yield with safety. A number of them are prepared especially for the smaller investor and the "beginner in investing."

1913  
1914  
1915  
1916  
1917  
1918  
July  
Dece  
Janu  
Febr  
Mar  
April  
May  
June



Charles C. Teague

President of the First National Bank of Santa Paula, Calif., president of the California Fruit Growers Exchange, and president of the California Walnut Growers Association. He is said to be the largest grower of lemons in the world.



Benjamin Kulp

First vice-president and active executive of the Madison & Kedzie State Bank of Chicago, and vice-president of the Investors Securities Corporation, an investment institution of nation-wide scope. He is a financier of weight and influence.



John G. Hughes

President of the State Exchange Bank of Macon, Mo., and vice-president of the Missouri Bankers Association. Mr. Hughes takes a lively interest in public affairs, and is also chairman of the Republican State Committee of Missouri.



*Marcy*

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R., LEOMINSTER, MASS.: Cities Service Bankers shares, International Petroleum, and Superior Oil are dividend payers and fair business men's purchases, the bankers shares being preferable. Investments for a man with a few hundred dollars, who wants a return of 6 or 7 per cent. with reasonable safety may be found in Bell Telephone of Pennsylvania new 7 per cent. bonds, Liberty 3rd conv. 4 1/4's due in 1928, good real estate bonds, U. S. Rubber 7's, and American Tel. & Tel. collateral trust 5's.

New York, October 10, 1920. JASPER.

### Free Booklets for Investors

Many men get along far better by consulting the authoritative "Bache Review" than they can do without it. Its information and suggestions are most valuable. Copies free on application to J. S. Bache & Co., members N. Y. Stock Exchange, 42 Broadway, New York.

The well-known bond house of S. W. Straus & Co., 150 Broadway, New York, and Straus Bldg., Chicago, has issued an interesting new financial booklet. It aims to show how to secure complete safety for savings, the highest interest compatible with safety, and a fair thorough investment service. All investors will do well to write at once to Straus & Co. for booklet K.

Hollister, White & Co., Inc., widely known investment bankers, 50 Congress Street, Boston, 92 Cedar St., New York, and North American Bldg., Philadelphia, have issued three booklets worthy of every investor's attention. They are entitled: "Safeguarding Your Investments," "New England

Tax Exempt Preferred Stocks," and "Personal Investment Service." These publications will be sent to Jasper's readers on request.

Seattle, Wash., occupies a strategic position in relation to the trading ports of the Orient. It is a great center for foreign trade. Shipments of goods to Asia through Seattle are being increasingly made from many parts of the country. Shippers desiring to obtain information, advice, and other service should apply to the Seattle National Bank's Foreign Trade Department, which has proved helpful to many engaged in world business. The bank has resources of over \$30,000,000. It invites correspondence.

The only sure path to financial independence is persistent saving and sound investing. It is possible for persons of limited means who save regularly to buy today seasoned bonds and preferred stocks at prices to yield 8 to 10 per cent. Payment for these purchases may be spread over a period of one to two years. Investors should write to Charles H. Clarkson & Co., Department LW-10, 66 Broadway, New York, for the firm's informing booklet, "Thrift Savings-Investment," and also for a copy of the helpful "Investment News."

The hydro-electric companies of California have enjoyed exceptional prosperity, so that "California H-E Securities" are highly rated. This line of enterprise is now undergoing great expansion in the Golden State and rich returns are likely to be made to investors in H-E issues. Blyth, Witter & Co., 61 Broadway, New York, Merchants Exchange Bldg., San Francisco, and with offices at Los Angeles, Seattle, and Portland, Ore., are specialists in "California H-E Securities," as well as in government and municipal bonds. The firm invites application for its circular L-10 describing California H-E issues yielding from 6 1/2 to 7 7/8 per cent. Conservative investors should investigate this.

## Prices Falling All Over the World

By OSWALD F. SCHUETTE, LESLIE'S Washington Correspondent

THE high cost of living is coming down throughout the world with the exception of Australia. Even there it is slipping. It reached its high-water mark in Japan in March, 1920; in the United Kingdom, France, and Italy in April; in the United States, Canada, and India in May; in Sweden in June. Officials at Washington have compiled wholesale price statistics covering the globe so far as these are available. The most important of the statistics are shown in the following table. This table is based upon the

wholesale prices which prevailed in 1913. In each country the present prices are computed on the basis of an index figure of 100 for the 1913 price, so that the July, 1920, figure, for instance, as computed for the United States, means that the July, 1920, cost of the articles involved was 2.62 times the 1913 base. The figures for the United States are based on the compilation of prices of 328 commodities. The figures for the other countries are based on a fewer number of commodity quotations, but they are none the less significant.

### INDEX NUMBERS OF THE WORLD'S WHOLESALE PRICES

	United States	United Kingdom	France	Italy	Sweden	Japan
1913. ....	100	100	100	100	100	100
1914. ....	100	101	101	95	116	96
1915. ....	101	126	137	133	145	97
1916. ....	124	159	187	202	185	117
1917. ....	174	206	262	299	244	149
1918. ....	197	226	339	409	339	197
1919						
July. ....	218	243	349	359	320	247
December. ....	238	276	423	455	317	288
1920						
January. ....	248	288	487	504	319	301
February. ....	249	306	522	556	342	313
March. ....	253	307	555	619	354	321
April. ....	265	313	584	679	354	300
May. ....	272	305	550	659	361	272
June. ....	269	300	493	614	366	248
July. ....	262	299	492	613	364	239

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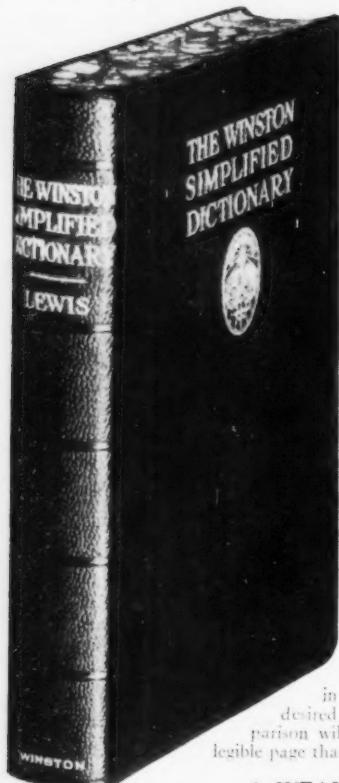
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## THE MELTING-POT

TO Earl Grey's proposition of "dominion rule," Ireland was so cold that it seemed like an iceland.

The main part of the women of the Pine Tree State appear to be opposed to a League of Nations (as Sarcasticus calls it).

The Quebec government aims to strike a blow at profiteering in wood-pulp by planting two pine or spruce trees for every one cut down.

A Berlin official states that Germany proposes a "mild labor draft." Mild labor is what most people want in all countries, draft or no draft.

Germany now owes 240,000,000,000 marks, but she isn't worrying, for her printing presses are in good condition and can turn out that much in short order.

Even the romance of the birch-bark vessel is being dispelled by the march of progress, for Canadian Indians are using motors to propel their canoes.

The rush of immigrants to the United States lately has become so great that many hopeful persons believe that the "good old times" are really coming back.

"Rain needed in Cuba," says a Havana cable. It was feared long ago that the rush of prohibition exiles from the United States would create a drought in the island.

With the smallest wheat crop for years and bread on its way up to 35 cents a loaf, Great Britain is enjoying a change from the woe-cause by the Irish trouble.

A Newark (N. J.) saloon was robbed of \$700 by bandits who at first appeared eager for liquidation, but suddenly decided to remain dry and to take the proceeds of beer sales instead.

In Arkansas, one of the pillars of the "Solid South," a negro is running for governor. Well-informed observers, however, believe that the lily-white candidate has at least an even chance.

Their protracted fast having far exceeded the famous Doctor Tanner's feat, a skeptical correspondent insinuates that the eleven hunger-strikers in Cork prison are obtaining nourishment in tabloid form.

Increase of coffee-drinking in this country in the first year of prohibition is estimated at 16,000,000,000 cups. Reports on the increase of surreptitious liquor drinking for that period are not yet in.

Governor Cox has ideas regarding Federal aid to education. If he will submit them (at the proper time) to President Harding's Commissioner of Education they will doubtless receive civil consideration.

A fierce battle over prohibition is being waged in Scotland between American drys, headed by "Pussyfoot" Johnson, and American wets from Chicago. The Scots, themselves, who are mainly lookers-on, wonder if the League of Nations is powerless to suppress this American invasion

Merely the report that Chicago women can, and New York women cannot, wear boys' sizes in shoes is no excuse for calling back from the grave the ancient joke about the mid-West metropolis's feminine "understanding."

A French doctor has evolved a scheme for diagnosing patients' illnesses by their handwriting. Judging from their signatures, certain professional and business men are afflicted with inscrutable and terrible diseases.

Old fans everywhere are in mourning over the smashing of their fond belief that the national game was immune from gambling and profiteering, but they hope that the first syllable of baseball will not hereafter be over-emphasized.

Documentary proof that the Russian Soviet Government has been planning a revolt in this country was found in a raid on Communist headquarters in Chicago. But even such discoveries do not disturb the "no-harm-can-come-to-America" crowd.

After the rampaging Italian workmen had seized several hundred industrial plants and had run them for their own benefit for weeks, the impatient Italian cabinet promptly met "to discuss the crisis." The government's cardinal slogan seems to be, "Make haste slowly."

Even the forced laborer is worthy of his hire, according to the New York Prison Survey Committee, which holds that convicts should receive a fair wage instead of the still prevailing pre-war rate of 1½ cents per day. It is not intimated that if the advance is not granted, there will be a walkout.

Chicago's admirable mayor has initiated suits for \$10,000,000 damages against each of two newspapers in his city, charging that the papers libeled the city. Truly a fine financial scheme. If every large town could collect money for all that has been said against it, its municipal debt would scale down to zero.

Hon. Harriet May Mills promises that if she is elected Secretary of State of New York she will prevent issue of automobile licenses to "shortsighted, deaf, or otherwise physically imperfect citizens." A perfect Secretary of State might also have the mental and moral traits of applicants for licenses looked into.

A returned missionary is trying to relieve the congestion in the legal profession here by painting in glowing colors the demand and the opportunities for lawyers at Midnapur, Bengal. But it would suit the graduates of our law schools better to bear the trials they may have at home than to migrate to distant India.

Wilhelm, remembered by our oldest inhabitants as former kaiser of Germany, but now in exile in Holland, is said to have remarked recently, while engaged in his favorite sport of chopping logs, and referring to the chips: "This is the way the heads will fly to the right and left when I return to Germany." As his own flighty head wrought vast troubles to his country, he may not be allowed to go back even as public executioner.

# Cold Ahead! Change Oil

*A winter lubricating message of vital importance to drivers of the cars listed here in red*

**WHY** is it so hard to start the engine in freezing weather?"

"Why do I have troubles with the starter, the oil pump and the batteries?"

Winter weather emphasizes the importance of the Vacuum Oil Company's Chart of Automobile Recommendations.

Fourteen years ago when the first edition of this Chart was prepared, it was found that not only did different cars require different oils, but that many cars required a different grade of oil in winter than in summer.

Today in specifying the correct grade of oil for winter lubrication, the following factors must be taken into consideration:

1. Ease of starting of engine \*
2. The type of lubricating system
3. Location of the oil pump
4. Size and mesh of the oil screen
5. Size of the oil piping
6. Exposure of the oil piping

Thus, when freezing weather may be expected it is found that

certain cars should be supplied with oil of greater fluidity in order to—

1. Avoid undue strain on the starter and batteries
2. Permit quick and easy distribution of the oil to all frictional surfaces
3. Permit positive oil delivery by the oil pump
4. Avoid clogging of congealed oil in piping or oil screen

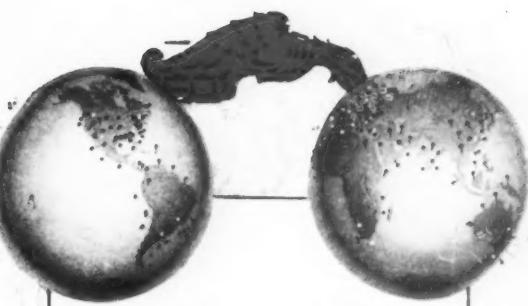
Experienced motorists and repair men now realize that the winter oils specified in the Chart shown here provide the utmost freedom from cold weather troubles. They have found that these oils distribute quickly to every moving part. They know that such protection is vital in winter.

In changing from a summer to a winter recommendation, the proper method is to drain all the old oil from the crankcase when the engine is warm; pour in a quart of clean, light lubricating oil (do not use kerosene); turn the engine over a few times, by hand or starter, to cleanse the crank-case; drain out this cleansing oil; and then refill with the correct grade of Gargoyle Mobiloils for winter use.



## Mobiloils

*A grade for each type of motor*



### Chart of Recommendations for AUTOMOBILES (Abbreviated Edition)

#### How to Read the Chart

THE Correct Grades of Gargoyle Mobiloils for engine lubrication are specified in the Chart below.

A means Gargoyle Mobiloil "A"

B means Gargoyle Mobiloil "B"

E means Gargoyle Mobiloil "E"

Ar means Gargoyle Mobiloil Arctic

These recommendations cover all models of both passenger and commercial vehicles unless otherwise specified.

Where different grades of Gargoyle Mobiloils are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and constitutes a scientific guide to Correct Automobile Lubrication.

If your car is not listed in this partial Chart, consult the Chart of Recommendations at your dealer's, or send for booklet, "Correct Lubrication," which lists the Correct Grades for all cars.

NAME & FORM No. & AUTOMOBILES AND MOTOR TRUCKS	1920				
	Summer White	Summer White	Summer White	Summer White	Summer White
Alles	A	A	A	A	A
Anderson					
Armstrong (1 ton)	A	A	A	A	A
— (6 cylinder)	A	A	A	A	A
Auburn (4 cylinder & 6-8-10)	A	A	A	A	A
— (6 cylinder)	A	A	A	A	A
Buick	A	A	A	A	A
Cadillac	A	A	A	A	A
Chalmers (6-8-10)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Chrysler (6 cylinder)	A	A	A	A	A
Chevrolet (6 cylinder)	A	A	A	A	A
— (6 & 1 ton)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Cleveland (12 B)	A	A	A	A	A
Clydesdale (6 cylinder)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Cole (6 cylinder)	A	A	A	A	A
— (8 cylinder)	A	A	A	A	A
Cunningham	A	A	A	A	A
Dodge Brothers	A	A	A	A	A
Eigon	A	A	A	A	A
Ford	A	A	A	A	A
Fordson (6 cylinder)	A	A	A	A	A
— (Model 12)	A	A	A	A	A
Grainger (6 cylinder)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Hedges (6 cylinder)	A	A	A	A	A
Holmes	A	A	A	A	A
Hudson Super 6	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Hupmobile	A	A	A	A	A
Jordan	A	A	A	A	A
LaSalle	A	A	A	A	A
King (8 cylinder)	A	A	A	A	A
Kaiser Kar (Model 48)	A	A	A	A	A
— (11 cylinder)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Kline Kar	A	A	A	A	A
— (Model 67)	A	A	A	A	A
Knudsen	A	A	A	A	A
Nash (6 cylinder)	A	A	A	A	A
Nashua (12 cylinder)	A	A	A	A	A
Nelson	A	A	A	A	A
Oakland (Skyline)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Oldsmobile (6 cylinder)	A	A	A	A	A
— (8 cylinder)	A	A	A	A	A
Ormond	A	A	A	A	A
Overland Magnetic (Model M-25)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Packard	A	A	A	A	A
Page (6 cylinder)	A	A	A	A	A
— (Cost Eng.)	A	A	A	A	A
Perkins	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Pierce Arrow	A	A	A	A	A
— (Cost Eng.)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Premier	A	A	A	A	A
— (8 cylinder)	A	A	A	A	A
Reeves (175 ton)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Riley	A	A	A	A	A
Rock Falls	A	A	A	A	A
Stutz	A	A	A	A	A
Sterling-Brough (6 cylinder)	A	A	A	A	A
— (8 cylinder)	A	A	A	A	A
Standard Six (8 cylinder)	A	A	A	A	A
Stearns-Knight	B	B	B	B	B
Stewart (6 cylinder)	A	A	A	A	A
— (6 & 8 cylinder)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Studebaker	A	A	A	A	A
Stutz	A	A	A	A	A
— (8 cylinder)	A	A	A	A	A
Velie (Model 54)	A	A	A	A	A
— (6 cylinder)	A	A	A	A	A
— (8 cylinder)	A	A	A	A	A
— (10 cylinder)	A	A	A	A	A
Ward La France	A	A	A	A	A
Wheatley	A	A	A	A	A
White (6 valve)	A	A	A	A	A
— (1 ton)	A	A	A	A	A
— (All Other Models)	A	A	A	A	A
Willys-Knight	B	B	B	B	B
Willys Six	A	A	A	A	A
Winton	A	A	A	A	A

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# Camel

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